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State of the Industry:

Locksmith Ledger analyzes the results of our survey of qualified subscribers to paint a picture of the forces that affect North American locksmiths and security pros and quantify those effects on market performance. Subscribers can download the full 2022 report at **https://locksmithledger.com/21281595**.

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Installation Focus:

Check out our March article, Installing the PAC-BLU Access Control System, in print at **www.locksmithledger.com/21294528** and on YouTube at **https://www.youtube.com/watch?v=56wL44aSmOI**. April's installation article, Installing an Indicator Lock, shows an alternative to square-hole drilling. Watch the install video at **https://www.youtube.com/watch?v=uLgEPuGC3pc**.

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by Paul Ragusa, Senior Editor

ISC West is Back!

Didn't matter which booth I visited, or who I asked, the answer to my question, "How's this year's show going?" invariably came back with a variety of affirmatives, accolades and compliments about how ISC West is back to pre-COVID form! "Amazing" … "Fantastic" … "Just incredible" – The wave of attendees and compliments from exhibitors continued throughout the week, as the entire ISC and Security Industry Association (SIA) teams pulled off a magnificent event for all involved.

Everywhere I turned, orders were being taken and deals were being closed, as the buzzing trade show floor kept most booths busy the first two days non-stop. "We did more business in the first day than the entire show last year," said one exhibitor … "Sold our entire first run of product on one order, an incredible new client," said another vendor.

ISC had not shared official numbers prior to press, but Mary Beth Shaughnessy, event vice president at RX USA, did assure me on the final day of the show, Friday, at the SIA Women in Security Power 100 Breakfast (Shaughnessy was among the 100 honored by the way) that numbers are up and in line with pre-COVID attendance levels.

Speaking of Women in Security, the keynote for the event, Alison Levine, pointed out in her talk on the main stage, the Bridge, that "a step back doesn't always mean failure," but "an opportunity to reassess, recharge and come back stronger and better." Her comments seemed to embody not only ISC West, the show itself, but also the security industry, which has had a lot to endure over the past few years, to say the least.

"Backing up doesn't mean backing down," she said. Strong and poignant words from a strong and poignant woman. Watching the video of her traverse a frozen crevasse on a narrow, frozen ladder that was created by climbers sent shivers up my spine, no pun intended. Her kind and sweet nature belies the incredibly bold, fierce and fearless women who we watched climb the tallest peaks in the world. But as she pointed out, "fear is a normal emotion … complacency is the killer." Yes, it's how we respond to that fear, the countless unforeseen challenges that life hands us, that defines us, ultimately.

ISC West, and the security industry, has adapted and come back stronger, indeed, as evidenced by the countless conversations I had with security professionals, manufacturers and end users over the course of the week, in addition to the different talks and sessions I was able to listen in on. COVID and the challenges presented by such a sudden change to our way of life, certainly increased the need for more security products, solutions and support (*see some research/data on growth in my Touchless cover feature on page 10*), and hastened the acceptance of new technologies along the way.

Judging by the attendance and success of ISC West, this is certainly a great time to be in the security industry.

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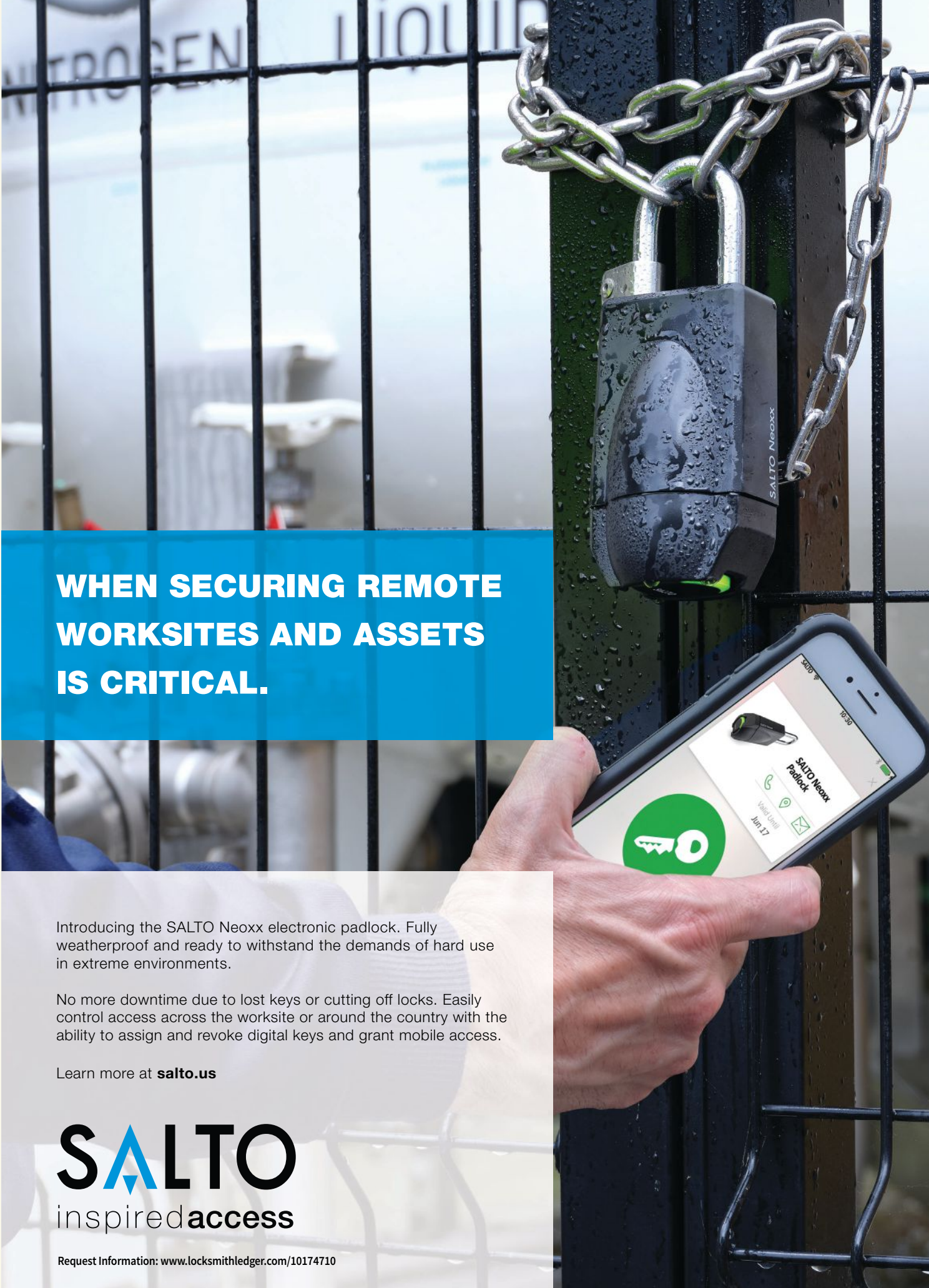

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by Paul Ragusa

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Is Video the Key to Touchless, Seamless Access Control?

Visitor Management takes center stage as mindsets shift from keeping people out to letting people in.

To say COVID accelerated the way end users value access control and video surveillance would be an understatement, as it forced many to change the way they look at their business, work and home office environments. As work-from-home and hybrid work models become more commonplace, the security industry is seeing much more of a visitor management approach to access control. With locks now communicating to a network or other systems, challenges such as interoperability and resistance to new technologies, such as AI and biometrics, come into play, not to mention how this is all changing the sales and subscription models.

One thing is clear: Security is becoming more integrated with all other systems within a building, company, or business, driving interest and sales of these products. For example, the U.S. access control market was valued at $2.1 billion in 2022, up from $1.9 billion in 2021, with the total addressable market estimated to reach $3 billion by 2026, with a compound annual growth rate (CAGR) of 9.6% during the forecast period (2021-2026), according to research from the Proptech Report, conducted on behalf of the Security Industry Association (SIA) Proptech Advisory Board (PTAB), prepared by CreTech.

In addition, the U.S. video surveillance market was valued at $13.3 billion in 2022, up from $12.2 billion in 2021, with the total addressable market estimated to reach $23.3 billion by 2027, growing at a CAGR of 13% during the forecast period (2022–2027).

In the one-on-one interviews that the researchers did with security professionals, 84.6% cited access control and video surveillance equally as the most prominently deployed security solution across interviewees' real estate portfolios. These surpassed the third highest category, identity/credentialing management, which was deployed by 65.4% of respondents.

"COVID has driven a kind of accelerated version of the digital transformation that had already begun prior to the pandemic," notes Lee Odess, CEO of

» Lee Odess

Access Control Executive Brief, and chair of SIA's Proptech Advisory Board. "And the big headliner we'd like to talk about then was convergence from an IT and security standpoint, but what I believe is actually happening is enterprise software has entered into our arena to where it's a software-first mentality."

Odess continues, "If you look at lock industries, we went from mechanical to motorized, and then it became connected. And as an industry we would just call that stuff smart because everyone was calling it that. And then even in COVID we took ADA-compliant products and just relabeled them touchless and seamless."

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Mobile Credentials

The discussion around identity seems to come back to the continued push into mobile credentials.

As Chris Peckham, COO, Ollivier Corp., says, "I keep reading how the prox cards are going away, yet again. Everybody always brings their phone. And, if you lose, or if you forget your card, who cares? You don't forget your phone, so it's the direction that it's moving."

» Chris Peckham

As Peckham points out, how the security industry can generate revenue will continue to play a huge role in how this all shakes out. "You've got the revenue model that comes with this whole thing, right? So, if you used your credential on your phone, there's got to be some little app or widget you could put on your phone. But what is that subscription model because they don't want to give up what the plastic card was giving them. And, you know, on the phone side, you must have some way to get a dollar back out of it."

And, as Odess adds, the mobile credential is becoming much more than a means to be granted or denied access. "What we should say is, 'Yes, it's got a key in there, that's part of it, but then it unlocks not only you getting into the door, but it unlocks all of this additional value of things like commerce, notifications, data, for example,'" he says, noting that the way we interact with our phones is driving this "new revolution around notifications and how our systems interact."

Odess adds that the industry doesn't talk enough about mobile computing and the way that you build systems. "I see more of it in Europe. When I look at companies that are built mobile first, they're not talking about cloud computing; they're talking about mobile, like, 'we're building complete systems that include the full systems' intended interaction – end user admin, everything is here.' It's not cloud, right?"

He continues, "As an industry, especially in North America, we like to talk about cloud computing and then mobile credentials when we should be talking about cloud computing, mobile computing and the value that those create, which is a totally different way to look at the business in the way that you build, the way you invest. It's why Apple and Google wallets come into play. Everybody wants to talk about it as a key, I get it, but that's a classic iteration example of our industry trying to take what we've done since 1973 and apply it to 2023 and beyond."

Visitor Management

As Odess points out, somewhere along the line there was a shift in the mindset to letting people in versus keeping people out. "That's where I think visitor management systems had sort of a rebirth through COVID, and will continue to do so," he says. "Because

of this shift, now everybody's a visitor. So, the way that I interact with the space has changed, so the systems need to. I think you're seeing a whole new group of people that are driving specifications and driving the selection process of technology from a software side, which are middleware systems integrators, which is different than security systems integrators. These software systems integrators take enterprise software and integrate it together like ServiceNow Salesforce, for example."

With all the talk about IT convergence in the past, Odess says it's shifted now to an enterprise software convergence. "And you have a new channel opportunity that didn't exist before," he adds.

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Peckham, agrees, noting that since COVID visitor management has become much more of the topic of the day, with many looking to integrate visitor management with access control and video surveillance. Peckham said he has seen several approaches for visitor management, many involving mobile credentialing of some sort.

"We've got customers, two different ones actually, both of them relatively large that are looking at QR codes for visitors," he explains. "We've got another one that's still doing prox cards when the visitor comes up, or they have something with another one of the vendors that they'll do mobile credentials for the visitors. We have a large real estate portfolio customer that is going full on the Bluetooth side really, and they've got a couple of different things that they're piloting. So, you've got the big names involved and then there's a bunch of smaller ones that are playing around in the space, so they're trying some things in one building and something else in another building."

While many are dipping their toes into mobile credentialing of some kind, there are challenges, such as a lag time because "there's 4,000 things that have to integrate with one another," notes Peckham, who describes a common occurrence in this world of mobile authentication where everything doesn't always work as quickly as wanted. "You've got your visitor system that's got to talk to that, and then that's got to push back down to your access control system, and sometimes it doesn't work at the snap of the finger, so it causes a little bit of grief, right?"

Peckham adds, "The interoperability between them is not really there."

Odess agrees, noting, "For our proptech advisory, we had a developer come on and say that he's basically given up on the idea that we're going to have true interoperability, and what he's actually looking for now are just good clean, well-documented and understood APIs."

Not surprisingly, in the Proptech Report, 83% of respondents believe that the current levels of interoperability between different security solutions is either fair (38%), poor (22%) or doesn't exist (22%). Similarly, integrations are cited as a pain point (about one-third of respondents), and "the industry needs to do a better job on both fronts, as customers want and are demanding change," researchers noted.

Video is the Key

Both Odess and Peckham say video may be the key to how the industry achieves a truly seamless, or frictionless access control solution.

"Where you want a high-level of convenience and a high level of security, the only way we're going to get that is with video," says Odess. "The future in my opinion of seamless and frictionless access control is actually a very deeply embedded integration between video and access control."

Odess says there should be a video component at the card reader level, and it goes beyond just verification to intent and tracking and data. "You're seeing a lot of companies embedding cameras into readers and I think every reader should have a camera," he explains, noting that the card reader these days should be like a Swiss Army Knife, so to speak. This also opens the value proposition when you can start to talk about the valuable data that can be generated and mined, he adds.

"I believe when you bring software and the data, we are looking at something like a $70 billion market in enterprise software that's verticalized around commercial real estate," says Odess. "In multifamily, those verticals in hospitality are looking for unique

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Historically, Odess points out, we've used cards and fobs. "But we don't know who the people are on the other end – they're typically stick figures because they're just like a card number in the system," he explains. "Now [with video] there's more meat on the bones and we have an interaction with them – it's depressing to me to think about how little of investment our companies are making in the user experience, or to understand how people interact with space, how they work and live."

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The value that can be generated from all this data can be "transformational," says Odess.

With more powerful cameras and chips that are able to do much more on the edge, the rise of the cloud and Influences such as AI, quantum computing and inference engines, companies are able to do so much more on the analytics and predictive side.

"You can do a lot of data mining because you have so much data you can play with," says Peckham. "You can't necessarily do that on a building level because you don't have enough transactions that are coming in a smaller building – it's worthless because you only have a few transactions in an hour or whatever it may be."

He continues, "If you get someplace where you can aggregate all that together, you can start getting some very interesting usage things out of that, right? We've got some customers that are playing in this space that have been doing things on the building automation side, and they are now going in and looking at the access control side because they already have a relationship. You know, so again, you talk about disruption in the market – they already have a relationship with the building from one point of view from where they're talking to the property managers. And if you have some issue with your mobile credentials, or it's a royal pain with your maintenance fees and something like that, you start adding that up on a larger environment of how much it costs to run that stuff. You look at what some of these new players are doing, they're coming in with a different model. They already know from another point of view; it's a cleaner interface and they're in a position to do some interesting disruption."

The Biometric Debate

One technology that inevitably comes up during any conversation about access is biometrics.

"They've got a long way to go, and the reason why is there's a dystopian mainstream message around biometrics, especially in North America," says Odess. "In Europe and other areas where there's a different level of trust or acceptance, or in some markets where they have no choice. So, in North America, I believe biometrics will win or be a viable solution when it's tied to commerce, when you pay for things, like buying things at the grocery stores, but also to get into a place, like getting into a movie theater on demand, getting into an office, for example."

While Peckham is also seeing some resistance to biometrics, he believes it is being pushed as the technology of the future.

"In the private sector, I think there's some concerns of some users would push back pretty hard," he says. "We are seeing facial recognition at some airports, which are already doing it and you don't have a choice because you're walking into their sphere of influence, so to speak. But if the advantage is there, who knows where it goes in the next five years."

Odess isn't sure how long it will take for biometrics to gain more traction, but he does see it happening once the concept of smart cities becomes more widely accepted. "I actually think it has more to with building automation and looking at these entire structures as cities, so the interaction will grow as the more things get connected and the more things are about workflow optimization versus access control."

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by Tim O'Leary

Touchless Door Control: The Switch Is On

Accessories like wave-to-open buttons play an important role

The interest in hands-free door solutions got a boost from the COVID era, where fears of cross-contamination triggered actions and legislation to mitigate the threat posed by handling door hardware. However, the appeal of hands-free control of openings is not new, and there have been solutions available for decades to allow control and minimize hand contact with doors and other items.

"Electric Eyes" were used to create invisible barriers to count traffic, actuate gate and door operators, or establish safety zones to avoid injuries or damage from doors or gates hitting persons, vehicles or merchandise. Electric eyes involved a light source, a target and sometimes reflectors so the beam could extend around corners. The introduction of LEDs and solid-state circuitry extended the life span of these devices to where they continue to be a solution for many situations.

Pressure Mats are used to detect the weight of a pedestrian in a doorway for door control and security applications. They used metal ribbons or pneumatic tubing to actuate switches which in turn signaled devices to the presence of a possible victim.

Motion Sensors revolutionized the security and door control industries since they are single-ended (not requiring a target which limited their range). A variety of technologies were used for these including ultra-sonic and later on infrared, as well as devices which used a combination of these technologies, or special licensed processes which also involved signal processing to achieve the desired results. Uses include REX sensors for egress, approach sensors presence detectors, devices used for alarm security interior protection, and even smoke detection.

One of the shortcomings of infrared motion detectors is that they may fail to detect individuals if smoke enters the field of view. This weakness is why motion sensors are not permitted to be the only method of controlling doors for egress. At least one secondary method is required, in addition to immediate removal of power to the locks in the event of a fire alarm.

When smoke fills an area, obscuration occurs. That is what typical smoke detectors sense, obscuration within the target chamber in the smoke detector by particles of the products of combustion. Optical beam smoke detectors use obscuration to detect smoke over a much larger area.

If you are a security pro who (like me) has accumulated a fair amount of windshield time plying the security trade, I'll bet you are pounding the table or bursting out expletives as you read this as you flash back to past experiences you've had with each of these technologies.

I know I have had many exciting experiences supplying successful and innovative solutions to clients over the years, but I also had some real career-changing disasters and took huge losses with some of these bleeding-edge innovations, then immediately thanked God for refinements and renovations which now provide us with today's devices.

These days, with quality-controlled manufacturing and operational benchmarking such as UL and ANSI, and beta testing, these types of disasters are a thing of the past. We all made it through to be here together, and the future of security technology is bright and very promising.

Not all touchless openings involve an automatic door opener. If access is restricted, some sort of credential must be used, be it a smartphone or badge or other wearable notifying the door to lock or unlock. Some doors require access control to open from one side and free egress from the other. If access or egress is not restricted, there must be some mechanism that persons trigger to prompt the door to open. Thus, in recent years we've seen an explosion of high-tech

and low-tech devices. Here is a brief sampling of what's on the menu these days.

Alarm Controls NTB No-Touch Sensor

Alarm Controls' battery-powered NTB No Touch request-to-exit buttons are a direct replacement for traditional "request to exit" pushbuttons. They use infrared sensors to reliably allow safe egress or to activate a device with a simple hand presentation. Active infrared sensors work with 'radar' technology and they both emit and receive infrared radiation. This radiation hits the objects nearby and bounces back to the receiver of the device. Through this technology, the sensor can not only detect movement in an environment but also how far the object is from the device.

Many "knowing act controllers" used with door operators are battery operated which makes installation simpler, (and more or less guarantees follow-up service calls.)

This device offers a sophisticated no-touch function which appeals to those who are concerned about physically contacting things because of health concerns and environments where the convenience of no-touch is attractive. It is designed to reduce the risk of contamination for sensitive applications including: bathrooms, hospitals, labs, schools and offices.

These sensors use self-contained batteries. They wire back to control the equipment. They can also use 12 24 Volt DC so you can run power wiring and provide DC power from a central location. If you do not wish to wire back, many wireless transmitter/receiver kits are available.

These request-to-exit solutions provide greater flexibility and control for sensitive applications, without the need to make costly modifications, extending touchless access and egress in an easy and affordable way. The NTB Series is a direct replacement for traditional "request to exit" push buttons and can be used to quickly upgrade an opening. They are designed to work in product configurations with and without auto operator (This can include electric strike, electrified deadlatch, exit devices with latch retraction, magnetic locks. Always check with your local AHJ.)

Standard features:

- Battery or DC powered (optional)
- Low battery LED status indicator
- Wired communication
- Stainless steel with vandal resistant face plate
- Sensor detection range up to 4" for applications that require precise activation
- Built in obstruction detection
- Field-configurable bi-color (red/green) LED status indicators
- Selectable time delay 1 to 10 seconds
- Field-configurable on/off audible tones configurable via jumper
- Plate screened "Wave To Open"
- For use with swinging and sliding door applications

Options:

- NTB-1 with single gang wall plate
- NTB-1A single gang with ADA symbol
- NTB-2 with double gang wall plate
- NTB-2A double gang with ADA symbol
- NTB-3 with narrow stile wall plate
- NTB-3A narrow stile with ADA symbol

They are available in stainless steel (standard), black (BK), and Duranodic Dark Bronze (DURO) finishes.

They are CE Certified, UL294 Listed and RoHS Certified, **More info: https://www.alarmcontrols.com/en/products/exit-devices/nts/**

Securitron WSS-WSD Wave Sense Switch

The Securitron Wave Sense Switch features a new class of microwave motion sensing technology for hands-free, contactless switch activation. This touchless switch is optimal for request-to-exit stations, activation applications or on/off switching to trigger a variety of access control devices in place of a pushplate or push button.

A Microwave sensor uses high frequency radio waves operating at 360 degrees. They work in a similar way to radar,

» Alarm Controls' NTB family

» Securitron Wave Sense Switches

working on changes in the reflected radio waves.

Product Features:

- Touchless activation for hands-free operation, reduces transmission of germs
- Microwave motion sensing allows for reliable, hands-free activation
- Adjustable sensing zone from 4" to 24" helps screen out incidental traffic
- FCC certified for use in general and medical environments
- Pulse mode to initiate action or toggle mode to provide on/off switch
- Mounting ring included or install in standard plastic or metal gang box
- Compatible with Securitron WBB Weather Back Box and WCC Weather Cover-Clear
- Part of a continuum of Safer2Open low-touch and touchless door hardware solutions from ASSA ABLOY

Camden No-Touch Restroom/ Privacy System Kit

In addition to an extensive line of wave-to-open switches, Camden Door Controls has introduced its CX-WC17VR-PS restroom/privacy system kit which features Camden's CM-7536VR column switches with built-in no-touch sensor activation.

These column switches are ADA-compliant and designed to meet building code requirements for 'high/low' activation switches. The addition of hands-free activation eliminates the spread of germs. Column switches with no-touch sensors also feature a red/green LED to indicate door lock status, eliminating the need for separate 'occupied' and 'locked' annunciators.

The CX-WC17VR-PS restroom/privacy system kits are a complete solution that includes 'Push/Wave to Open' and 'Push/Wave to Lock' activation switches, a 2 Amp power supply and controller in a small metal cabinet, 'universal' electric strike, and door contacts.

» Camden No-Touch Restroom/Privacy System Kit

More info: www.camdencontrols.com/products/WC_Restroom_Control_Kits

SureWave and ValueWave

Camden CM-221 Series ValueWave switches offer the convenience of hands-free activation and provide industry-leading dependability and performance. Aimed at indoor or outdoor use as part of an automatic door or access control system, ValueWave no-touch switches are easy to install and designed for trouble-free service in high-traffic applications. CM-221 Series switches are available in a range of models, with narrow, single- and double-gang stainless steel faceplates and a selection of laser-etched faceplate graphics. A manual override to the ValueWave single-gang, no-touch switch is designed to provide assurance that a request-to-exit switch will open a door, even if the switch sensor fails to operate.

» Camden ValueWave

SureWave CM-336 Series (battery-powered wireless switches) and CM-333 Series (battery-powered relay output touchless switches) now can be surface-mounted by using Camden's new CM-23DSER narrow surface box. This mounting box features a two-piece flame- and impact-resistant ABS construction. Extra-deep narrow surface-mounting boxes can be purchased separately or as part of Camden's SureWave CM-336 Series switch kits. These kits include two CM-336/42N narrow stainless steel switches, two CM-23DSER surface boxes and a CM-RX-90 relay receiver. The CM-336 Series of battery-operated 915-megahertz wireless switches recently joined Camden's SureWave line of touchless switches and feature a proven Lazerpoint RF transmitter.

» Camden SureWave

More info: www.camdencontrols.com

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SDC 470 Series

SDC's 470 series touchless switches use active IR sensor technology. A simple wave of the hand in front of the 470 touchless switch activates the switch to control electric locks/ strikes, magnetic locks or automatic door operators for entry or egress. 470 series touchless switches come standard with an adjustable 2"-7" activation read range.

» SDC's 470 series touchless switches

The dual LED illuminated sensor clearly indicates status. The red LED indicates inactive status, which changes to a temporary green LED state to indicate activation. Ideal for, but not limited to, facilities that require contamination control. Touchless switches help reduce the spread of infection and disease in any application.

Models include the 474 Single Gang, 474D Double Gang and 474M Single Gang no-touch sensor with manual override.

More info: www.sdcsecurity.com

STI NoTouch Buttons

STI's new NoTouch Infrared Switches help to eliminate the spread of germs in any public building. To exit, a person simply waves their hand in front of the device. The infrared will detect the motion and unlatch the time-adjustable door. The buttons are available in corrosion-resistant stainless steel and in cast aluminum, which allows them to take tough knocks in stride. Also, the faceplate is oversized slightly for retrofit applications to cover marks from a previous install. This durable and long-lasting button is installed within minutes on site.

NoTouch Stainless Steel Buttons are offered in three standard models: OPEN, EXIT and the international exit symbol representing a person exiting. Custom models are also available with printing capabilities at STI's corporate and international offices. Buttons are shipped with the red light indicating standby, and it changes to green when active. Wave a hand in front of the red illuminated button and the color turns to green indicating the door released. Option for the opposite colors, green/standby and red/ active, can be easily changed on-site.

More info: www.sti-usa.com

» STI NoTouch stainless steel buttons.

» BEA Eagle mounted at top of entrance

BEA EAGLE Family

Another major application for wireless motion sensors are those which are used for fully automatic doors such as used in retail stores. Not only do you not touch them, but you probably never even notice them. They are out of sight and out of mind, but open the doors as we enter and leave the establishments.

BEA's EAGLE FAMILY of motion sensors is designed for the activation of automatic pedestrian doors.

The EAGLE is universally compatible with all makes and models of swinging, sliding and revolving automatic doors. The EAGLE HM has a mounting height of 10 to 16.6 feet, making it ideal for use on large-format doors in industrial environments.

Unidirectional radar increases energy efficiency by detecting approaching traffic while ignoring motion away from the door. The motion detection feature is capable of detecting traffic moving as slow as two inches per second. Immunity settings can be adjusted to reduce unwanted detections caused by rain, snow and header vibrations

More info: www.beasensors.com

Tim O'Leary is an experienced security consultant and a regular contributor to Locksmith Ledger.

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by Wayne Winton

Installation: Schlage AD-Series Lock

This versatile lock does the job on a hollow metal interior school door.

The Schlage AD-Series lock is a multi-card and PIN technology lock that also uses NFC credentials and readers and is Wi-Fi enabled. It's a wireless lock. This lock is a great option for schools and retrofits because it can be used standalone and it can be used in a network.

Watch this installation on YouTube at https://youtu.be/BjEKJGDqnpk

We will start our installation on a hollow metal door that's prepped. You can see the cart we have with all of our tools in Photo 1.

We have quite a large project for this particular installation. Before we arrived, another worker used the jig to drill the door and prep the holes. Now it's time to install the lock. (Photo 2)

Photo 3 shows the mortise body pocket. I'm using an impact driver with a No. 3 Phillips head bit. Be careful when using an impact driver. This can make your job easier, but make sure you don't break or strip screws.

First, we insert the mortise body and put both screws in the mounting positions or tabs on the frame. Then, we put the coverplate on (Photo 4). Yes, you can put the cover plate on immediately, unlike most installations.

In Photo 5, we're adding the door position sensor, and you can see that the door position sensor comes in from the side and the wires come through the center drilled hole. I like to twist the wires together to help feed them through the hole.

Next, we install the two studs that go through the actual mortise body. (Photo 6) You need to compare this and actually line the block up with the mortise body to see which two locations to use to mount these two studs. They can go in this position (Photo 7) or they can go in the opposite position, just depending on your handing and application.

Once we have those installed, we can then install the center square spindle with the beveled edge pointed out (Photo 8), and then align the two arrows on the spindle portion and the body of the lock for the outside, external, secure lock portion (Photo 9).

Feed the wire through the hole and line up the studs, inserting the exterior portion of the lock. In Photo 10, you can now see those two studs that we just put on the lock body, poking through the mortise body, along with the wire and the door position sensor.

We then install the anti-rotation plate. This plate has two screws with a tapered head. They're the only tapered head screws that come in the packet. (Photo 11)

This is a metal door. If this was a wood door, these little screws could go right into the wood.

» Metal door ready for installation, tools on cart.

1

2

» Door is already prepped.

3

» Mortise body pocket, drilling with impact driver

4

5

» Adding the door position sensor

However, on a metal door, you will have to pre-drill them. I found that a little self-tapping drill bit actually had the perfect sized hole for drilling these.

This helps to secure and reinforce the strength of the locks. It's very important that this step not be skipped.

Now that we have the external portion of the lock installed, Photo 12 shows that this is an interchangeable core (IC) type of system. So, we're going to put the core on last.

Next, for the internal portion, it's easier to install the battery pack while the lock is in your hands as opposed to when it's on the door. We put the battery pack in, put the cover strap over and installed the two screws shown in Photo 13. DO NOT CONNECT THE BATTERY.

Next, we install the spring and spindle. The spring goes in first and then the spindle goes in with the round portion going into the spring in the spindle hole location with the beveled portion of the spindle facing out. (Photo 14)

Once we have all this put together, we feed the door position wires and the connection wires from the external portion of the lock and feed the spindle into the spindle hole. These are the three things you must line up. (Photo 15)

This is where this particular version of the AD Series is a little bit different than the other versions. The way the wires actually come in through the lock is slightly different than some of the other versions, like the cylindrical leverset or the exit device version.

Photo 16 shows how twisting those wires together kind of helps feed it through wooden doors and metal doors so that those wires stay together. That's a little timesaving tip.

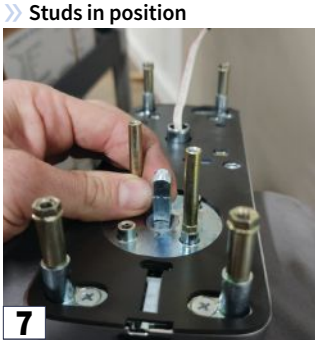
Next, we install the major four mounting screws, two in the top and two in the bottom. These should be a 1/4 by 20 pan-head screw. They are the shorter ones. They are about an inch-and-a-half long, roughly. In photo 17, I'm pointing at the two screws that go in the bottom. These go into the mounting studs that go into the external portion of the lock.

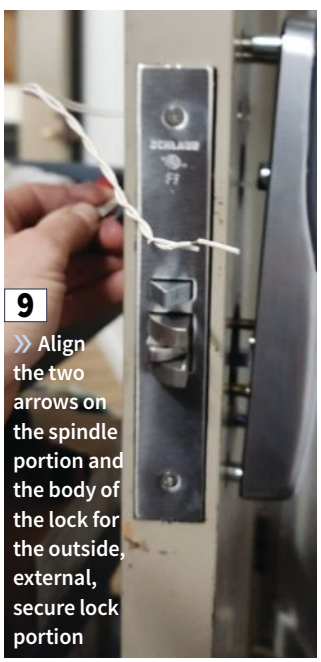
Here is the entire lock, pretty much mounted and secured (Photo 18). You can begin testing to see if the handing is working; you can test the function of the lever and you can make sure that everything is working well at this point.

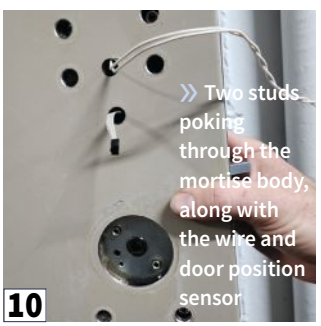
Now, two very long pan-head screws are actually going to go

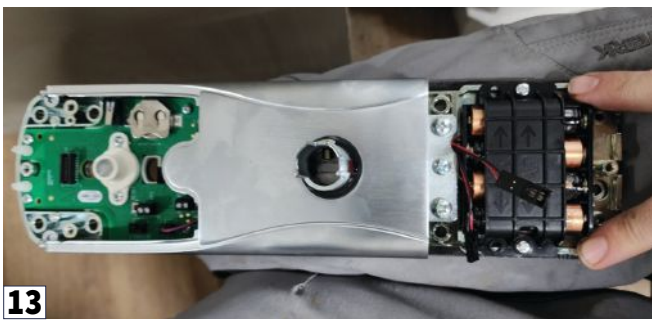
» Studs ready to install.

» Studs in position









» Battery pack installed but not connected

» IC system

through the inside of the lock and connect to the external portion and that plastic piece on the outside of the lock.

Photo 19 shows both of these screws lined up. This is going into plastic, so I would highly recommend not using an impact driver. I would recommend lining them up by hand.

Here's one of the screws that I'm guessing gets forgotten a lot (Photo 20). On a wood door, this would go right in. However, although it is harder on a metal door, Allegion's instructions require this. If the door is metal, you need to pre-drill it and still install this screw. This is going to give the lock strength and rigidity, protecting it from coming loose, or possibly being torn off the door.

Next, we've got the door position sensor. You can see these two terminal blocks (Photo 21) and these two screws that say "DPS." Prep the wires using a good pair of heavy-duty scissors. Trim the wires down so that you have a small portion designed to just make contact with the terminal block but do not have exposed bare wire. (Photo 22) These don't have power running to them. However, when dealing with low voltage, this is always a good practice.

I loop the wires over (Photo 23) and run it in a little bit of a loop because I'm going to have to pack some more wires into here, and then run it over to the door position sensor. Nothing is being pinched or bound in any way, shape or form.

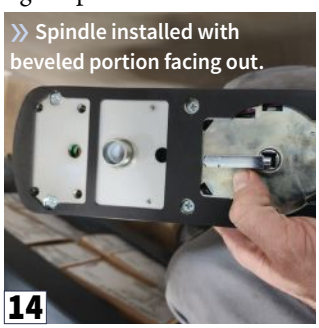
Next, I hook up the main plug. This plug has one simple line in it. Line that up with the adjacent line on the receiving portion of it, and simply plug in, do not force.

Photo 24 shows what I consider some kind of shielding material from Allegion. It's basically like some aluminum foil with adhesive and I'm guessing it's used to block RFID reading or scanners of some sort. You stick it on the door after the lock's installed and you're done.

Now, we put on the internal handle by sliding it over the handle post and clicking it into place. (Photo 25) This is one of the most important parts of the installation and needs the most care. The chip will come in a bag that says, "do not touch." Make sure that you don't have oily fingers. You can only touch this chip on the external portions or on the edges and right here in the center (Photo 26)

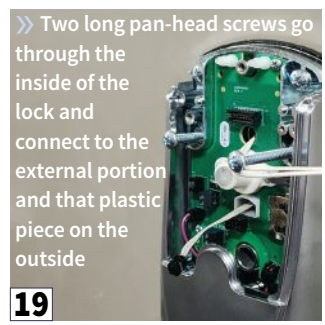
Notice how these two little plastic studs poke through (Photo 27) after this piece is seated in place. This is why I do this last, because it is one of the most important and delicate pieces of the installation process.

Now that all connections

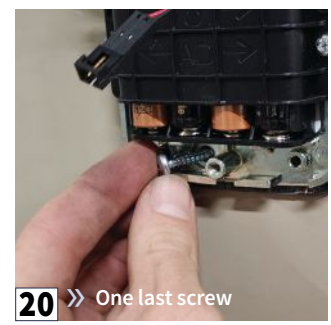

14 » Spindle installed with beveled portion facing out.

15 » Line up door position wires and spindle

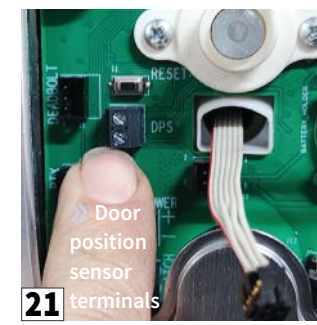
16 » Tip: twist wires together


19 » Two long pan-head screws go through the inside of the lock and connect to the external portion and that plastic piece on the outside

17 » Install 4 mounting screws, Bottom screws are indicated here.


20 » One last screw

18 » Lock mounted and secured



21 » Door position sensor terminals

are made, you may plug in the battery pack.

Here's another helpful tip. If you can bend or grip these wires, not pinching them, but just bend them a little bit so that they stay in place, it makes putting the bottom plate on just a little bit easier.

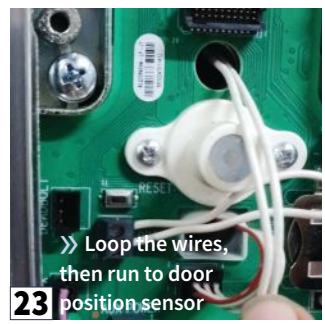
There's one more machine pan-head screw for this bottom plate and two dark pan-head screws for the top (plastic, don't use an impact driver) cover plate. That should suck that plastic piece down and cover the foil. (Photo 28)

Here we have a completed unit on a hollow metal door, inside (Photo 29) and outside (Photo 30).

For more information, check out Wayne'slockshop.com and lockreference.com.

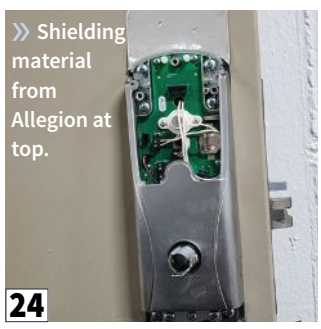
Wayne Winton is the owner of Tri-County Locksmith Services, located in Glenwood Springs, Colorado.

22 » Wires trimmed down.



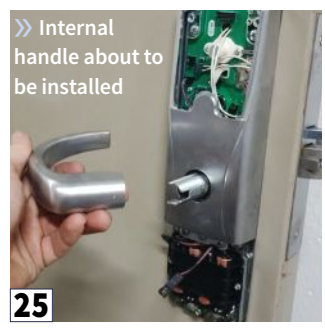
23 » Loop the wires, then run to door position sensor

» Finished installation, outside view



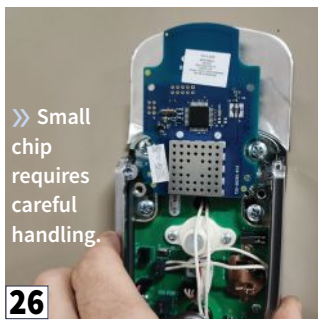
» Shielding material from Allegion at top.

24



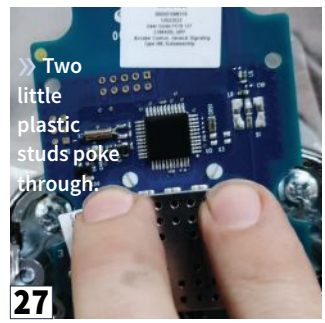
» Internal handle about to be installed

25



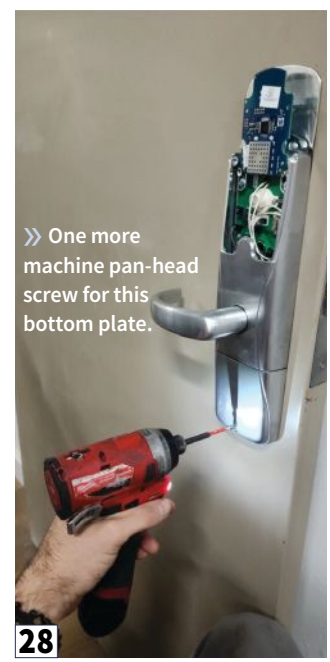
» Small chip requires careful handling.

26



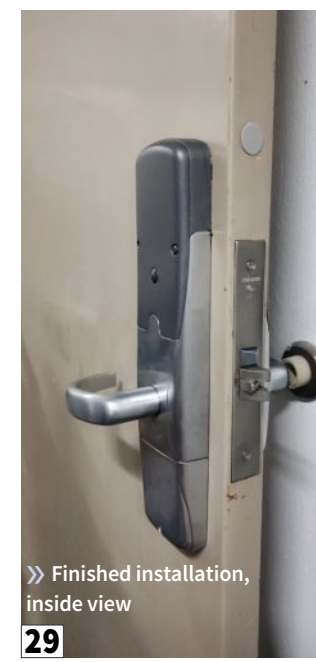
» Two little plastic studs poke through.

27



» One more machine pan-head screw for this bottom plate.

28



» Finished installation, inside view

29

by Herman Manzanares III, RL

Fitting Keys to a Candy Machine

An Eagle countertop vending machine creates an interesting challenge.

A customer recently brought in an Eagle brand countertop vending machine they picked up second hand. Despite its approximate age of 30 years, the vending machine was in great shape.

The customer wanted a key made for the machine. (**Image 1**) We have worked on many of these locks over the years, so I had a good idea about how to tackle the project. Nevertheless, even with experience the locks can be time-consuming. Adding to the challenge, our local area was undergoing utility repairs, so we were without electricity for the duration of the project.

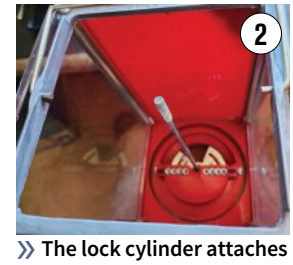
The lock cylinder screws into a steel rod that runs through the entire machine. (**Image 2**) The lock uses a double-sided key which uses different key cuts on each of the two sides. Picking these types of locks requires skill, luck and patience. The best approach is to place a tension rod in the middle of the cylinder and one hook pick on either side of the cylinder. The result is a "rabbit ear" look, with the tension rod acting as the driver (**Image 3**). The lock's design only allows for it to turn one-quarter rotation at a time, and moving each pick independently is necessary at times.

Back in Service

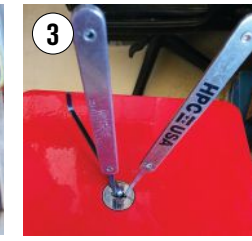
After the lock cylinder was removed (**Image 4**), we checked to see whether the vending-machine lock cylinder made by CompX would be a suitable replacement for the original-equipment cylinder. However, the CompX lock face is a smaller diameter than the OEM cylinder, so servicing the original cylinder was a must to put the machine back in service.

After we removed the wafers from the lock cylinder,

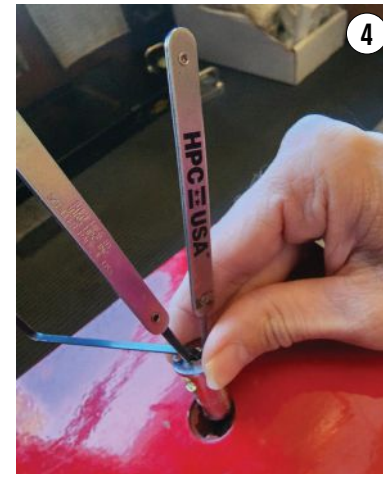
» The lock to the Eagle countertop vending machine we were asked to fit keys to.



» The lock cylinder attaches to a steel rod that runs through the entire machine



» Picking the lock produces "bunny ears."



» Removing the cylinder requires patience.

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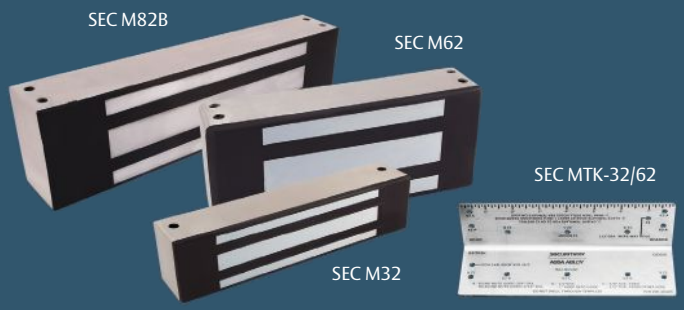

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» The Ilco key chosen before modifications.

» The Ilco key after modifications.

the key cuts were identified as 31313. However, not all Eagle vending machines use the same key, because the manufacturer uses a series of key codes for their products. The proper key blank for the project was an Ilco 1025R that required modifications to ensure proper functionality. (**Images 5-6**)

Not having electricity made servicing the key a challenge, because using a key machine to make modifications wasn't an option. A tungsten carbide burr bit and a battery-powered drill (**Image 7**) provided the necessary machine power, as well as a huge time-saver from the traditional hand file.

After the key modification was complete, the wafers were reinstalled in the lock cylinder, (**Image 8**) which allowed for reassembly of the lock into the machine. (**Image 9**) Caution is required if you move the machine while the lock is removed to ensure that parts of the machine aren't dropped or a shift in alignment occurs. These issues can affect proper reassembly. Proper machine operation also can be affected by overtightening the lock cylinder.

» A power drill with a tungsten carbide burr bit was the key modifier.

» The wafers are reinstalled in the cylinder.

» The lock is reinserted into the vending machine.

» The vintage vending machine is ready for service.

Three hours later, the customer had a working key to their vending machine, and another vintage machine was back in service. (**Image 10**)

Herman Manzanares III, RL, is co-owner of Los Alamos Lock & Key in Los Alamos, New Mexico. He has 25 years of locksmith experience. He can be reached via the web at www.losalamoslock.com.

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by Wayne Winton

Testing the Bulls-I Door Coring Jig

Tool makes drilling for electronic access control installations smooth and easy

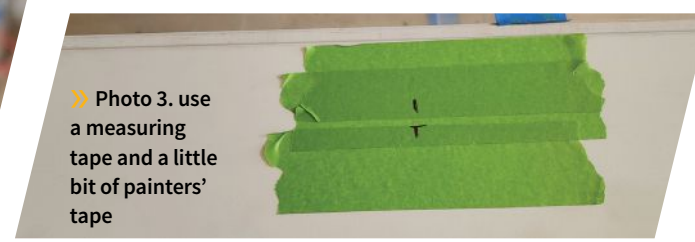
Drilling a door to run wires for electronic access control can be a delicate process. Using the Bulls-I door coring tool (Photo 1) makes the job easier and more accurate.

At the beginning of this installation, the Bulls-I door coring jig is mounted on the door (Photo 2). We will start by measuring how far back we want this to sit in order to get a nice, straight hole.

You want to use a measuring tape and a little bit of painters' tape (Photo 3). The painters' tape is going to do two things. First, it's going to make sure that your measurement is equal and straight across the door from the beginning of the hole to the end of the hole. Second, it's going to determine a position where you can drill into that hole to counter and intersect it so that you can begin to get the wire

» Photo 1. Bulls-I in action, drilling door for electronic access control installation

» Photo 2. the Bulls-I door coring jig is mounted on the door



» Photo 3. use a measuring tape and a little bit of painters' tape

» Photo 4. Determining the proper position to drill.

» Photo 5. John Nolan with Reliant Security clamps the Bulls-I jig into place

out of the hole and transfer it where it needs to go. (Photo 4.)

Always double-check the measurements before starting any drilling or cutting. We measured it first with just the painters' tape and we're going to double-check those measurements after we get it in place.

Photo 5 shows John Nolan with Reliant Security clamping the Bulls-I jig into place.

You'll notice that there's a nice little piece of foam in between the door and the jig (Photo 6). That's going to help protect the door. We always use painters' tape and foam to protect the door.

Now both clamps are in place (Photo 7) and this door is ready to be cored.

Notice that instead of across the 36 inches of width, we're actually coring it down from the top of the door down to about the middle of the door where we have the good zone to mount hardware between the 36- and 48-inch mark on the door itself. (Photo 8)

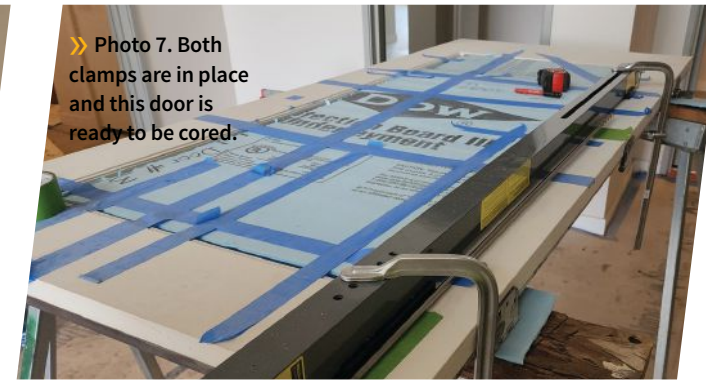
In photo 9, Nolan is showing how the long drill bit is going to reach directly at the hinge pocket. We're going to intersect this hole directly at the hinge pocket. Photo 10 shows how everything is set up before we start coring.

Next, Nolan is using the 24-inch drill bit that is supplied to begin the whole drilling process. (Photo 11)

The Bulls-I comes with two drill bits. You start off with the shorter one because it's easier to control and it's going to spread the load between two drill bits instead of just one.

Photo 12 shows Nolan using the second drill bit. This is the longer drill bit that's actually going to reach all the way from the top of the door down to the middle of the door. We could even drill a little bit further down the door if we wanted to.

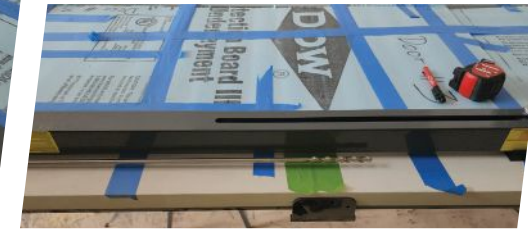
» Photo 6. Foam in between the door and the jig prevents damage to the door



» Photo 7. Both clamps are in place and this door is ready to be cored.

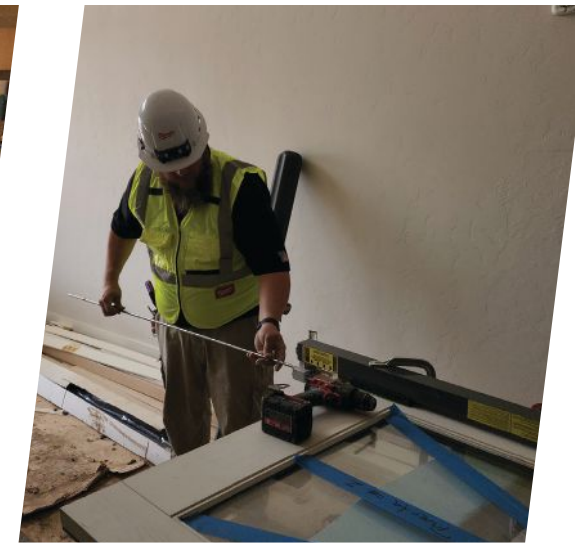
» Photo 8. coring from the top of the door down to the middle, where hardware will be mounted

» Photo 9. The long drill bit is going to reach directly at the hinge pocket



» Photo 10. All set for coring to begin

» Photo 11. Nolan is using the 24-inch drill bit



» Photo 12. Using the second drill bit

» Photo 13. Long drill bit sunk all the way to the hinge pocket

» Photo 14. Mark off that point with painters' tape

» Photo 15. That is where our drill bit intersected

In Photo 13, Nolan has that long drill bit sunk all the way to the hinge pocket. We mark off with a little piece of tape directly on the drill bit where that point is going to be (Photo 14). Now you can see that shiny bit at the top of the hole. That is where our drill bit intersected (Photo 15).

We're dead square on at the beginning hole, so that measurement puts a square centered on that hole in that tunnel. You can see that in two different locations.

You sometimes have to go hunting for the other hole, which is the one that's down by the hinge toward the end of the tunnel path. It is about an inch off (Photo 16). That's going to be completely covered up by the exit device, so it's not going to harm anything or be a problem.

The Bulls-I products used was the 300 3PCT-300/PDH300.

Watch the video at https://youtu.be/jWXoKWFY4AE.

For more video reviews, check out wayne'slockshop.com and lockreference.com.

Wayne Winton is the owner of Tri-County Locksmith Services, located in Glenwood Springs, Colorado.

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- Air Transfer Capabilities - Fingerprint profiles stored on Lockly smart locks can be quickly copied from a smart lock to Smart Safe

More info: www.lockly.com

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American Security BFX Gun Safe

American Security's BFX Gun Safe line is available in a stunning, new two-toned color called "Black Diamond." These safes are a preferred choice by gun owners because of their U.L.-certified RSC Level I burglary protection and ETL-certified 120-minute fire protection.

BFX gun safes also feature a proven half-inch solid steel plate door and active 4x locking system. Interior features include:

- Door organizer
- Storage for long guns or assault rifles on door
- Spy-proof, key-locking dial with decorative five-spoke handle and a convenient pull handle.
- Mirrored Back Wall
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- LED light kit

More info: youtube.com/watch?v=8YYXSTw985o&feature=youtu.be

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Deister Standalone Secure Storage Lockers

Deister Electronics USA, Inc. introduces standalone secure storage lockers for weapons, phones and other personal items requiring storage when entering a secure facility including jails, prisons, courthouses, SCIFs, hospitals and other sensitive areas. The lockers are the newest addition to Deister's proxSafe® line of key and asset management products. The locker compartments can be secured with most users' existing RFID/proximity credentials. Alternatively, a user can create a PIN code without enrolling in an access control system, while an audit trail of locker usage may be maintained. The lockers come in a variety of sizes and support both short-term and long-term storage.

More info: https://us.deister.com/

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Lockmasters' Enforcer Punch Kit

The Lockmasters' Enforcer Punch Kit, part number LKMENFORCER, offers two unique gripping options with a 3-1/2" hand guard. The first handle option offers a lower impact punch and the second option features an attached anodized knurled handle for improved grip.

Kit Includes:

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- Nickel Plated Handle with removable 3-1/2" Anodized Hand Guard
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- Heavy Duty Canvas 12" Zip Bag

More info: www.lockmasters.com

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Hollon Dominion Series Gun Safes

Hollon Safe introduces its Dominion Series gun safes, available in three models. All are available with the choice of S&G Group 2 Dial or S&G UL Listed, Type 1 electronic lock.

- DOM-11: Holds 11 guns. 30-minute fire resistance.
- DOM 16: Holds 16 guns. 45-minute fire resistance.
- DOM 22: Holds 22 guns. 90-minute fire resistance.

More info: https://hollonsafe.com/dominion-series/

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Alocity Takes Top Prize at 2023 SIA New Product Showcase Awards

Lock and Key Solutions winners are the BEST EHD9000 cast-iron door closer and the Medeco eCLIQ

Alocity and IPVideo Corp. took two of the top honors March 29 at ISC West when the Security Industry Association (SIA) announced the 2023 winners of the SIA New Products and Solutions (NPS) Awards.

Alocity received the Best New Product honor for its Alocity Access Control Platform product, submitted in the Access Control Devices and Peripherals – Wireless category.

Alocity Access Control Platform is an intelligent security platform to manage access control with video and connected sensors, a multifunction reader with 3D face verification, mobile credentials over Bluetooth, and NFC. The platform also includes video intercom with remote unlock. The onboard zigbee module provides integration with zigbee motion, door/window contact, lights, locks and environmental sensors with automated workflows.

The Judges' Choice Award was presented to IPVideo Corp. for the Sentry ERS product, submitted in the Emergency and Mass Communication Systems category. Sentry ERS is a lockdown and emergency response system purposely built with schools in mind. A single button push initiates lockdown protocols and immediate alerts are sent to police providing superior incident awareness with live video, voice, text and GPS location data from areas where traditional video cameras cannot be deployed.

Additionally, Bosch Security Systems received the SIA NPS Merit Award, which recognizes an individual or company who, through their support of the SIA NPS Awards, demonstrates a commitment to the vision and mission of the program, contributes to its success and promotes the advancement of SIA and the security industry overall.

"SIA congratulates the 2023 SIA NPS Awards honorees for being selected in this year's competitive program," said SIA CEO Don Erickson. "SIA applauds all the 2023 award winners, and in particular Alocity and IPVideo Corporation, whose contributions stood out among the impressive field of entrants to earn the Best New Product and Judges' Choice honors."

Lock and Key Solutions

Of particular note for the locksmith sector, dormakaba USA's EHD9000 Cast Iron Door Closer was the winner in the Lock and Key Solutions category, with

» Alocity Access Control Platform

» BEST EDH9000 installed

» BEST EDH9000 cast-iron construction

» Medeco eCLIQ cam lock

» Medeco eCLIQ mortise cylinder

» Medeco eCLIQ key

honorable mention going to Medeco eCLIQ.

The new BEST EHD9000 cast iron door closer is a rack-and-pinion door closer with a single-piece cast iron housing. This versatile door closer was developed for high durability and consistent performance in challenging conditions. Its rugged, single-piece construction withstands high-stress applications in high-traffic areas. The EHD9000 also features a unique design to facilitate the installation and adjustment process for the installer.

"All adjustment points for the hydraulic functions and the spring force are front facing making them accessible at all times, including after installation and irrespective of the mounting position, said Bret Holbrook, senior vice president, sales at dormakaba Region Americas. "The EHD9000 was designed to be the most reliable, durable, rugged, and easy-to-install door closer for heavy use facilities in education, government, and healthcare."

The EHD9000 features a non-handed design with backcheck and advanced variable backcheck as standard and delay action as optional functions. It is available with adjustable spring sizes 1-6+50%. The EHD9000 also has a full complement of standard and specialty arms and accessories available. It is ANSI / BHMA A156.4 Grade 1 certified.

Medeco eCLIQ is the newest addition to the ASSA ABLOY portfolio of Medeco CLIQ intelligent key systems. eCLIQ provides electronic access control without wiring and retrofits into existing doors and locks and offers the strongest possible security and a high degree of encryption.

Medeco eCLIQ features a non-mechanical key blade which includes an embedded battery that powers the electronics in the cylinder, and a water resistance rating of IP67. It also features a Bluetooth activation switch and a longer battery life — up to 10-year extended battery life for user keys.

eCLIQ is ideal for a variety of applications including critical infrastructure, healthcare, retail, and education. It offers robust scheduling, auditing, and management of access rights through local, self-hosted, or web-hosted software. Medeco eCLIQ will launch initially to critical infrastructure, OEM, and unmanned infrastructure market segments.

Additional Winners

Additional 2023 SIA NPS award winners and their categories are:

- **Access Control Devices & Peripherals Hardware – Wireless:** Alocity – Alocity Access Control Platform
- **Access Control Software, Hardware, Devices & Peripherals – Wired:** Alvarado – Argus V60
- **Anti-Terrorism/Force Protection/Armed Aggressor:** Bullistic Barriers – Violentum Garage Door
- **Biometrics:** RodgersAI – 3D Identity Recognition AI Terminal
- **Commercial Monitoring Solutions:** Bosch – B6800-SR Software Central Station Receiver
- **Communications and Networking Solutions:** Commend – Ivy Interactive Voice Assistant
- **Convergence and Integration Solutions:** Sentry Interactive – Sentry Interactive Tower
- **Data Systems and Cybersecurity:** BioConnect – Link for Data Cabinets and Remote Enclosures
- **Design, Diagnostic and Installation Tools:** Cypress Integration Solutions – Cypress OSDP COMSET Tool
- **Emergency and Mass Communication Systems:** IPVideo Corporation – Sentry ERS. Honorable Mention: Code Blue – CB1-W
- **Hosted Solutions:** Teleportivity – FoneCam AI
- **Intrusion Detection and Prevention Solutions (Physical) – Wired:** Automatic System – Firstlane Plus
- **Law Enforcement/Public Safety/Guarding Systems:** Key Systems Inc. – OC Spray Station
- **Loss Prevention and Article Surveillance Solutions:** IronYun – AI Vision Analytics for Loss Detection and Prevention
- **Mobile Solutions (Connected):** LiftMaster – MyQ Community App
- **Managed Services:** Ai-RGUS – Ai-RGUS
- **Smart Home Solutions:** Resideo – ProSeries Security and Smart Home Platform With Apple HomeKit Compatibility
- **Threat/Risk Management Software Applications:** Resolver – Threat Protection Application
- **Unmanned – Drones & Robots for Security:** Kabam – Co-lab Indoor Robot
- **Video Analytics:** Intel – Intel Geti Computer Vision Software Platform. Honorable Mention: Raptor Vision – Raptor Vision Monitoring and Real Time Detection Solutions
- **Video Surveillance Advanced Imaging Technologies:** Pelco Motorola – Sarix Thermal Enhanced 4 Series
- **Video Surveillance Cameras:** Axis Communications – Q156-DLE Radar Video Fusion Camera. Honorable Mentions::Avigilon – H5A-IR PTZ Camera and Merit Lilin – S8R5722MX25-PTZ Camera With Advanced Image Stabilization and YOLO AI
- **Video Surveillance Data Storage:** Wasabi Technologies – Wasabi Surveillance Cloud. Honorable Mention: Seneca, an Arrow Company – xCompress
- **Video Surveillance Hardware and Accessories:** Motorola Solutions – Flex Camera
- **Video Surveillance Management Systems:** Honeywell – 35 Series Embedded NVR-HN35

by Tim O'Leary

Tech Tips: Gate Security

Photo 8718649 © Jared Bauman | Dreamstime.com

Gates can be key to preventing drowning or trespassing and securing shared amenities.

Gates and fences are a very important part of safety and security because developing a secure perimeter is one of the first steps in security management. Virtually every crime begins with the violation of a security barrier, very often a fence or gate. Therefore, it's not a surprise that the main tools of security involve locking and controlling the operation of doors and gates.

Increasingly, gates are found in multifamily and even single-family developments for a variety of purposes: securing vehicle and pedestrian entrances, parking decks and amenities like swimming pools, tennis courts and gyms. Deployment of professionally designed and installed equipment can greatly mitigate the occurrence of drownings, injuries and crimes.

Securing swimming pools and retention ponds is a priority. Drownings are common, and every year in the United States there are an estimated 4,000 fatal unintentional drownings, which averages out at 11 drowning deaths per day. Some drownings are due to unattended children entering pools and retention ponds. Locked gates and security fencing are protections against these events.

Trespassing is a crime where someone else enters or stays on the property without consent or permission. A property owner has the right to use his or her property in any manner that is not otherwise prohibited by law. Part of this right includes being able to use the property exclusively and preventing other people from entering the property without permission. Trespassing is a crime where someone else enters or stays on the property without consent or permission.

For single-family homes, gates and fencing can be used to keep others out of the property or driveway. A property owner is also responsible to varying extent, when someone becomes injured when they trespass onto their property.

Criminal trespass occurs when someone enters onto property, which they know they do not have the

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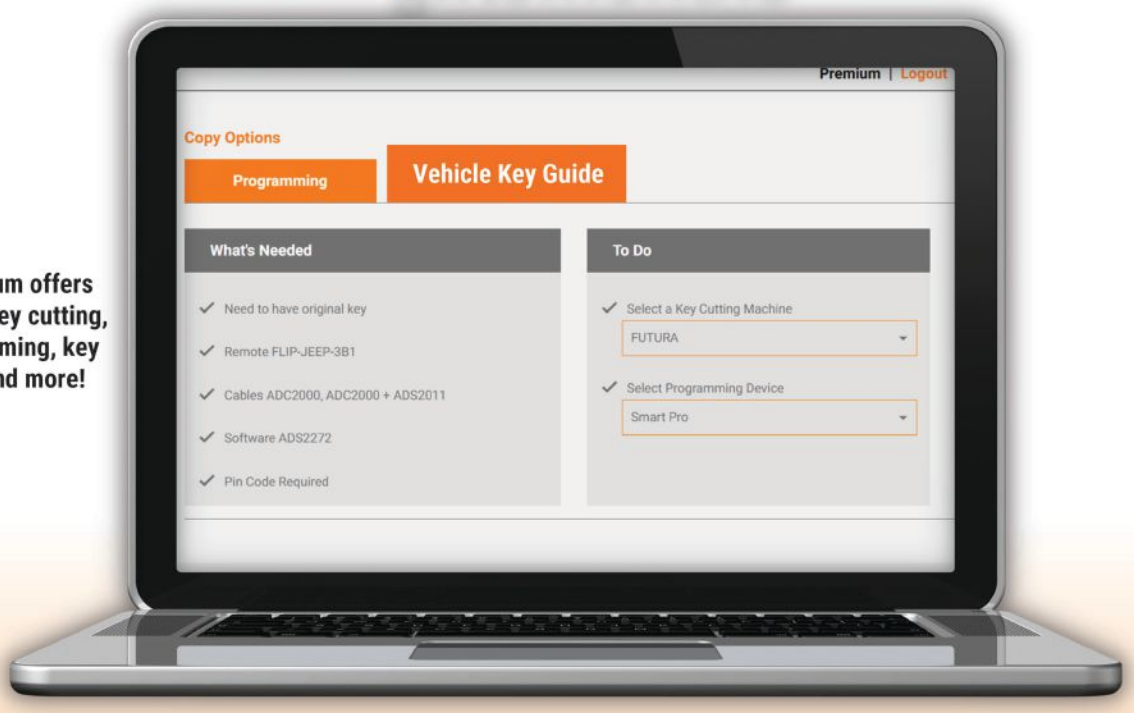

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right to enter or remains on property after learning they do not have the right to be there. Both require some form of criminal intent. In the first instance, the person has notice that entry is prohibited, whether it's by a verbal warning or posted signs, but enters anyway.

Not everyone can spot observe property lines, gates or possible dangerous conditions on private or public property. If someone wanders onto property and is injured, you will likely have to get an attorney, and you may hear the expression "foreseeable liability" brandished by their side. If someone gets bitten by a dog or falls into a pool, etc. on unfenced property, it could successfully be argued that those events were foreseeable. Gates and fences can save lives and prevent such litigation for your customers.

Another concern is elopement. I think of elopement as the opposite of trespassing, and putting aside the romantic idea of true love conquering all, security professionals use the term elopement to describe someone leaving an area without authorization. Children, prisoners and dementia and mental health patients need to be protected from themselves, and in some cases the public needs to be protected from them.

Schools and industrial campuses are best protected by creating the largest perimeter possible, and fences, walls, gates and locks are all elements of these security management resources. Enlarging the perimeter buys time for security management to detect, intervene and protect.

Following are some of the gate products available to security pros.

Securitron GL1 Gate Lock and DR100

The Securitron DR100 is the industry's first wireless multiclass reader with relays. Paired with Securitron's GL1 outdoor-rated gate lock, this unique product makes for an ideal solution for any exterior gate application.

» Securitron DR100

These products also offer installers an opportunity to secure a different type of opening, outside of their usual installations, widening the services they can provide to their customers.

Securitron Gate Maglocks

The Securitron M62FG-SASM heavy-duty maglock was specifically designed to secure and protect gates. This weatherproof unit delivers 1,200 lbs. of holding force and comes equipped with conduit fittings and a special shock-absorbing strike mount (SASM). This unique design dramatically prolongs the life of the lock, the gate and other hardware by controlling excessive impact between the strike plate and the magnet. The SASM is also available as a separate retrofit kit and is compatible with M32, M62 or M82 Magnalock strike plates for areas prone to excessive force closures or slamming.

» Securitron M62FG-SASM heavy-duty maglock

The Securitron M62G-EX is a strong, easy-to-maintain solution for exterior, perimeter and interior access control. Specialty applications such as gates, fences, and hazardous locations are all covered by this versatile Magnalock. Flexible mounting options support applications for hollow metal, concrete-filled metal, wood, or glass with aluminum frames, and Herculite doors, making it ideal in almost any application that needs an electromagnetic lock.

LockeyUSA Gate Closers

What good is a gate if it isn't closed? When you need to ensure the gate will close every time, LockeyUSA has you covered with a wide range of closers for all types of gates.

Whether it's for residential or commercial use — pool, courtyards, airports or other private or public areas — LockeyUSA offers gate closers for lightweight gates and doors and heavy-duty closers for heavier, high-use gates. LockeyUSA hydraulic gate closers are easy to install on a variety of gate materials, including ornamental, vinyl, wood, and chain link, and can operate in temperatures ranging from -40 to 122 degrees, depending on the product.

» LockeyUSA TB950 gate closer at the Kentucky Derby

For chain link gates, LockeyUSA LINX kits make for an easy installation of the gate closer (TBLINX, TB950LINX) and if you run into issues, this video walks you through the process.

TB100 Turtleback Gate Closer: The Turtle Back gate closer features a top-of-the-line design with improved seals and a higher performing cylinder. The TB100 pushes doors and gates up to 125 pounds and under 54 inches closed, and the adjustment knob allows for adjustable speed control. Commonly installed on pool, garden, and barrier gates, the TB100 is recommended for vinyl, wood, and ornamental gates, as well as lightweight (non-fire-rated) doors.

» Lockey TB200 on chain link fence

SUMO TB Hydraulic Gate Closers: The SUMO TB Hydraulic Gate Closers product line — TB200, TB250, TB400, TB450, TB600, TB650 — offer a quiet hydraulic action for easy closing of pedestrian gates. The range of products offer a reliable closing device for pedestrian gates from 30 inches to 72 inches wide from 50 to 250 pounds for use

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» Lockey TB200 stainless steel installed

» Lockey TB950

at hotel pools, parking lot or beach access, office complexes, resort gates, and barrier gates.

TB950 Magnum: The TB950 Magnum Closer is a concealed heavy-duty hydraulic closing system designed to act as both the closer and hinge. The TB950 has been million-cycle tested and operates in temperatures ranging from -40 degrees to 122 degrees. Ideal for man-gates and other heavy systems, it can also be installed on chain link with Lockey's LINX link mounting kit TB950-LINX. The TB950 is installed at Churchill Downs, Louisville, Kentucky, due to its heavy traffic and high use.

SDC GateLoks

The SDC GL160 and 260 series electro-mechanical GateLoks are designed to provide access control and remote locking and unlocking capability for manual or automatic chain link, tubular steel and wrought iron sliding or swinging gates. This is a robust and reliable device which is ideal for outdoor applications and can be welded on the gate and fence for increased security and reliability.

» SDC GateLok

Available in either failsafe (locked when energized) or failsecure (unlocked when energized), the electro-mechanical GateLok provides a higher degree of security than electromagnetic locks. Locking and unlocking may be accomplished with an access control such as a card reader, digital keypad or remote control. All GateLoks are designed for a 3" (76mm) fence post and 2" (51mm) gate post and are adaptable to smaller sizes.

Tim O'Leary is a security consultant, trainer and technician who has also been writing articles on all areas of locksmithing & physical security for many years.

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by Ryan Shields

Cannabis Dispensary Security from Top to Bottom

A locksmith discusses why transitioning to heavy-duty exit doors and inventory doors is a logical addition to any company providing security installations to a cannabis facility

Courtesy of Getty Images

» Dispensaries must consider high-security locking systems.

Transitioning to securing exit doors and inventory doors is a logical addition to any company providing security installations to a cannabis facility. Align yourself with an experienced lock or door installer and you'll be able to provide the multi-point locking products to complete the security package.

Moving from installing intrusion systems, camera systems and access control into forced-entry protection is not a giant leap. If you are technically inclined, then those same hands and minds can be applied to protecting assets and facilities against burglars.

I started in this industry as a journeyman installer for one of the nation's largest providers. In 2014, I moved to Colorado to work in the booming cannabis industry. After working for a general security provider for a bit, I took the leap to form a new cannabis-compliant security company. Colorado was on the forefront, and I took it upon myself to learn the codes and requirements.

I started getting into the locksmith work, mostly because we would find ourselves waiting on other trades to get the doors and locks installed so we could perform our work. This made us more efficient and different from other companies doing low-voltage installations. By being able to install the door and locks, we could streamline our low-voltage installations as well.

Our business has expanded to include rekeying for existing locks, crash bar installations for standard and storefront doors, and commercial lockset installations as well. I have brought on a few techs that specialize in network security to be able to offer this service as well.

From the Floor to the Door

I have recently started working with MSO (multi-state operations) companies in the cannabis industry designing and installing their security systems as well as maintaining their systems. Currently, I have done systems in Alaska, Ohio, Michigan, Rhode Island, Illinois, East St. Louis, California and Missouri. I currently do not advertise at all and have done this all just by word of mouth from existing clients and friends referring me to others.

The top concern of all these facilities is protecting their valuable and easily sellable product from theft. While cameras and intrusion detection are good aids in identifying and restricting access, protecting the rear door, selling floor to back-of-house and interior storage area doors is critical.

We first started installing Securitech Trident MD20 5-point deadbolt exit locks on rear exterior doors, as well as some secure storage room doors. We were familiar with the product, having seen and installed them in numerous retail locations. Code compliance is critical,

» Securitech Trident MD20 5-point deadbolt exit locks on rear exterior doors.

» Securitech AutoBolt MAX multi-point automatic deadbolt lock.

» Securitech Trident MD20 5-point deadbolt exit locks.

and the Trident provides 100% code compliance as well as the best protection against burglars' methods of breaking in.

On vault doors, we used the Securitech MD48 multi-point deadbolt lock, as these doors did not require the Trident operation. We switched to the Securitech AutoBolt Max when it was introduced, and we have been using them on all rear entry points along with a full-length anti-pry plate. We use the surface or concealed AutoBolt Max on high-security storage doors, and will tie them into the access control system with 2-step verification, either a card and key code or stepping it up to a card/code and retinal scanning biometrics. The AutoBolt Max is designed for high traffic and many of these doors are opened many times each day. We still install Tridents on exit-only doors.

Cannabis Clients Clamor for High-Security Locks

Most of the cannabis clients we meet have dealt with break-ins through doors. A client shared a video of the intruder arriving with a large crowbar, jamming it in between the door and frame and just popping the door open. That's why there is such high acceptance of the 5-point locking provided by the AutoBolt MAX and Trident. Burglars can spend a lot of time trying to break in. We have also seen videos of multi-point locking stopping burglars using large crowbars and other tools.

The key thing on installing on an existing door is to always take your time with the templates and if you think something might be off, measure and check again. The last thing you want to do is drill a bunch of holes in the door and have the lock not line up properly or work properly and end up turning the door into Swiss cheese with multiple holes. *Always* use the correct installation hardware that comes with the locks. I have seen other so-called professional companies use the wrong hardware, and not use all the hardware when installing the locks which in turn causes the customer to deal with issues of their lock not working correctly.

When it comes to installing a Trident MD-20 or AutoBolt Max on an existing door, we normally have to deal with the existing cylindrical lock opening on the door. For the Trident locks, we lower the mounting template to be able to cover the full opening. You can position the template lower than shown on the instructions to allow the Trident exterior lever spindle to pass through the current door opening.

Dispensary Lessons Learned

I had a dispensary that had a few attempted break-ins through the back door with a crowbar. After the customer reviewed the video of this, we installed two AutoBolt Max locks on the back doors. The attempted burglar came back and noticed the handles looked different and that the crowbar didn't even budge the door. They then found a cinder block and tried to break the handle off the door, which resulted in them only damaging the handle. They never got through the door, but they did get a nice consolation prize of missing the handle and slamming the cinder block on their foot.

Another client had a break-in through the back door. The burglars found the fridge with the concentrates in them and stole more than $5,000 in products. We replaced the door and frame for them and installed an AutoBolt Max on this door and the cultivation entry rear door (we recommended this from the beginning, but some customers sadly wait until after they have been hit). When the burglars came back to break in through the cultivation door, they were met with a superior lock that was way stronger than they were expecting and it prevented them from stealing anything at all and only putting a slight dent in the door frame. The client was extremely impressed with the lock and had us install the AutoBolt Max on a few more doors of concern at their location.

Ryan Shields is the owner of RHYNO SYSTEMS LLC in Denver, CO, which handles physical security in the cannabis business sector.

Giving Exit Devices a New Look

SARGENT and Corbin Russwin have released redesigned models with an eye toward the future.

» The Corbin Russwin PED5000 Series has a more modern look compared with the ED5000 Series.

What do you do when you have a well-known, well-respected product in the market that's getting a little long in the tooth? You remake it even better.

That's essentially what ASSA ABLOY has done with its new exit device lines: the SARGENT PE80 Series and the Corbin Russwin PED4000/5000 Series.

As you might suspect from the names, the new exit devices are based on the venerable 80 Series for SARGENT and ED4000/5000 Series for Corbin Russwin but futureproofed, says Mia Merrel, director of product management, commercial mechanical products at ASSA ABLOY.

"'What does the future of our exit devices look like?' That was kind of the impetus to start this project, because we needed to design for the future, and we believe that we've done that here," she says. "Now, if you look at the design, you'll see that it's bigger than our design today, which means we have room for whatever the future throws at us."

» The SARGENT PE80 Series has a flush push pad and more robust end cap, compared with the 80 Series.

And what does that future look like? Electronic, of course. Merrel notes that a couple of features that required a larger design include redesigned electric latch retraction and delayed-egress mechanisms. There also was consideration for further electronic access control features, although nothing specific has been determined.

"We can't predict exactly what's going to happen, but we wanted to have some additional real estate in there in case we need to throw additional functionality on," she says. "So we thought, 'This was our chance. Let's build it in now, and then whatever comes in the future, we can accommodate that.'"

The PE80 and PED4000/5000 were expected to be available by the time you read this. Locksmith Ledger had the opportunity to view the exit devices during their development, and regardless of what the future holds, there already is a lot for the locksmith now.

Grand Designs

The new exit devices aren't replacements for the older models. The 80 and 4000/5000 series will remain in production for the foreseeable future.

Part of the reason for that is the aesthetics of the new exit devices, says David Higginson, director of business development with SARGENT and Corbin Russwin.

"Based on what we came up with as far as a design, [the new models are] totally different from any exit device out in the market today," he says. "When you look at the potential of possibly adding on to a building or replacing an existing device if we would discontinue [the older series], having them right next to each other wouldn't be aesthetically pleasing to the owner."

The first thing that's noticeable about the new exit devices is that the push pad has a more integral design with the exit device bar. When the door is closed, the push pad is flush with the rest of the bar instead of raised.

The PED4000/5000 push bar more resembles the so-called "mushroom" shape of a standard exit device, but both series are essentially the same in that pushing in the bar would cause an apparent

"indent" if you viewed the exit device from above.

That more modernized look also delivers practical benefits in that it contributes to the exit devices' lack of catch points. This is important in hospitals or warehouses where people push equipment that can bang against doors and exit devices.

"There shouldn't be any damage associated to carts or gurneys catching the push rail itself and knocking the device off," Higginson says. "Having it flush all the way across the bar will eliminate that."

Another new feature that should help with the exit devices' durability is a more substantial end cap. Higginson says that as the new exit devices were going through development, feedback from people who worked in hospitals, hotels and schools was consistent.

"The No. 1 item that they kept on bringing up was that end cap HAS to stay on," he says. "It has to be able to take the impact and stay on."

On the PE80 and PED4000/5000, the end cap is more integral to the overall design, engaging deeper into the bar. The end cap also has been "beefed up" with the addition of a heavy stainless casting and a stainless steel scalp, Higginson says.

The integral design also fits in with the company's desire to eliminate catchpoints, Merrel adds.

"If you're running down a hallway or running to your gate at the airport, your bag won't get caught on it," she says. "It's more of a deflection point."

Easy Does It

Upon launch, the PE80 and PED 4000/5000 will come in many if not all of the same variations of the older exit devices and include most if not all of the same functions, Merrel says, adding that a new double request-to-exit switch will be available.

Rim, mortise, narrow and wide, as well as concealed and surface vertical-rod models will be available. The availability of narrow and wide trim on both SARGENT and Corbin Russwin models is new. Previously, SARGENT had only narrow available, while Corbin Russwin had wide.

» The SARGENT 80 Series.

» The Corbin Russwin PED5000 Series, xxx, has a more modern look compared with the ED5000 Series.

When it comes to vertical-rod models, the new exit devices have a feature that should prove beneficial to locksmiths: center adjustability of the vertical rods. Higginson notes that the ED4000/5000 has this feature as well but says "it's not very user-friendly." That will change with the new models.

The process is described as simple as removing the chassis cover and independently adjusting the top or bottom bolt up to three-quarters of an inch in either direction by turning a single hex head screw. Locksmiths "no longer would have to take the door down or get on their knees or on a ladder to adjust the top or bottom bolts," Higginson says.

This was all part of the planning for the new exit devices, Merrel says. Making sure that the new exit devices would be easy to install was at the top of their demands, with maintenance next.

"We're trying to make this easy for anyone going forward," she says.

However, Merrel cautions that the installation won't be identical to that of the older series, so a locksmith should make sure to read the instructions at least the first time they install one of the new exit devices to catch the slight differences.

Also, Merrel notes that there's a slight difference between the SARGENT and Corbin Russwin models if the installation is a direct replacement of a previous model. Whereas the SARGENT PE80 will be a drop-in replacement, the Corbin Russwin PED4000 or 5000 has a different mounting configuration, so it will require a small scar plate that can ordered along with the exit device "to cover the sins of the past," she says.

Another feature that covers ease of installation as well as futureproofing — and should prove to be music to locksmiths' ears — is that the new exit devices will have a center wiring channel. That means you won't have to core the door if the customer wants to electrify the opening later.

"This is really big for the SARGENT side of things," Higginson says, adding that Corbin Russwin has had this capability on older models but not SARGENT. "It's definitely an enhancement for both brands but probably moreso for SARGENT."

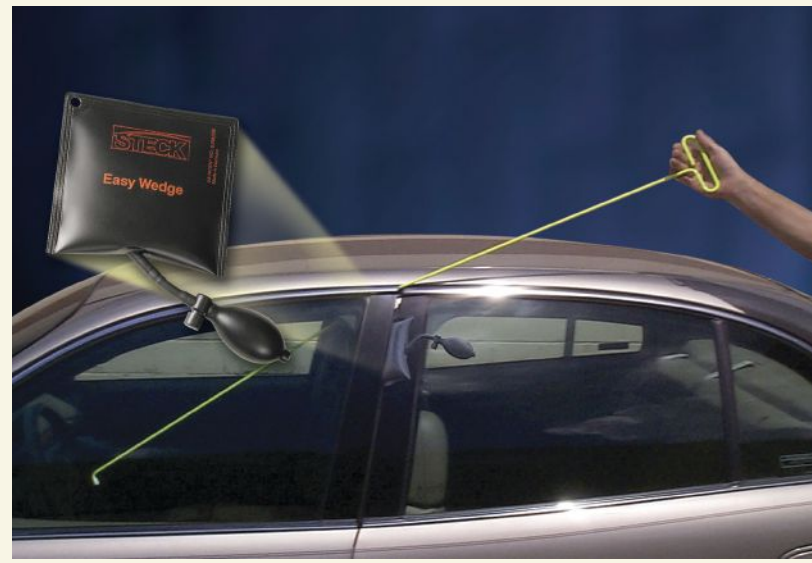
For more information, visit www.sargentlock.com and www.corbinrusswin.com

Milton Industries Acquires Steck Manufacturing

CHICAGO – Milton Industries announces its acquisition of Steck Manufacturing Company, a developer and manufacturer of car-opening tools for the automotive aftermarket. For more than 50 years, Steck, based in Dayton, Ohio, has provided specialty tools to automotive repair, body shop, heavy-duty truck, lockout and towing markets across the globe.

This is Milton's fifth vehicle aftermarket-related acquisition. Among the company's recent acquisitions are ProMAXX Tool, LTI Tools/Casey Tool (Lock Technologies), National-Spencer (ZEELINE), and GHMeiser (AccuGage).

"This expands Milton's reach into Steck's automotive and truck specialty tool offerings and market space," said Greg Carlson, CEO of Milton Industries. "We will use our design, manufacturing and marketing expertise to broaden both brands' market share. Our newly combined teams, knowledge, and distribution channels will be a catalyst for continued growth."



Steck Manufacturing's BigEasy lockout kit

"The folks at Milton have been great," said Chris Brill, president of Steck Manufacturing Company. "We share the same values and work ethic. We value our employees, our customers and the integrity of the product. So, I couldn't have asked for a better company to work with."

The acquisition will expand our product line into new industries and get our tools into the hands of more customers, and our employees are joining a much larger company, so they get the benefits and security that come along with a company of more than 200 employees, as opposed to a company of 13 employees, Brill added.

Z-Wave Alliance 2023 Ecosystem Report

BEAVERTON, Ore.—The Z-Wave Alliance, the standards development organization dedicated to advancing smart home and Z-Wave technology, released its fourth-annual ***Z-Wave Ecosystem Report*** providing an in-depth look at growth and challenges for the smart home market globally.

Building on the Alliance's exploration of the U.S. market in the 2022 Ecosystem Report, the report examines key growth points in the U.S. and comparative data from the UK, France, and Germany. The report takes a deep dive into the importance of interoperability, impacts on purchasing behaviors, and assesses primary barriers to smart home device adoption.

Key insights from the report include:

• The market is healthy and eager to grow, with the U.S. leading global smart home adoption and impressive year-over-year growth in the UK, France, and Germany.

• Z-Wave Owners across all four countries are generally more satisfied with their security systems and are more likely to purchase additional smart home devices in the next six months. Highest interest was indicated for sensor kits, especially for electrical and fire safety, and water usage.

Z-Wave Alliance releases 2023 Ecosystem Report

• Interoperability with products already owned is a top requirement for future purchases across all three EU

countries as well as the U.S. market. The importance of interoperability increases exponentially as more devices are owned. In the U.S. alone, 54% of device owners consider interoperability an important consideration in their next purchase.

• The new end-user expectation is basic smart home technology in any new home. Over half of smart home device owners, and expected movers, in the U.S., UK and Germany would like their next home to have at least basic smart home technology, for which they would pay extra.

DIY vs Pro Installation: A strong pattern has emerged, suggesting growing consumer confidence for investing in smart home products. However, the report reveals ample opportunities for the professional channel to enable direct-to-consumer sales of add-on devices.

"The ***2023 Z-Wave Ecosystem Report*** provides a much-needed referendum on interoperability," said Z-Wave Alliance Executive Director Mitch Klein. "The findings in the report arrive at a critical moment in the maturity of the smart home to offer insights across the category, globally. The report follows in the stead of exciting Z-Wave news including surpassing 4,100 certified devices, the first Z-Wave Long Range products, new board members, as well as the completion of the Z-Wave Source Code Project. The details within the 2023 report are instrumental in helping guide business decisions as we navigate what could be the most exciting year of smart home market growth thus far."

The complete ***2023 Z-Wave Ecosystem Report*** is available for download. Z-Wave Alliance members also have exclusive access to the full 145-page research report via their member portal. The complete proprietary data report is available to purchase by non-members or, is included in any new or renewal memberships. Contact the Z-Wave Alliance at administration@z-wavealliance.org with questions on membership.

The Z-Wave Alliance is a standards development organization dedicated to developing and advancing Z-Wave technology as an open and internationally recognized ITU standard (G.9959) for smart home and IoT solutions.

Download the report at z-wavealliance.org/zwave-ecosystem-report/

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Tips for Effective Key Management

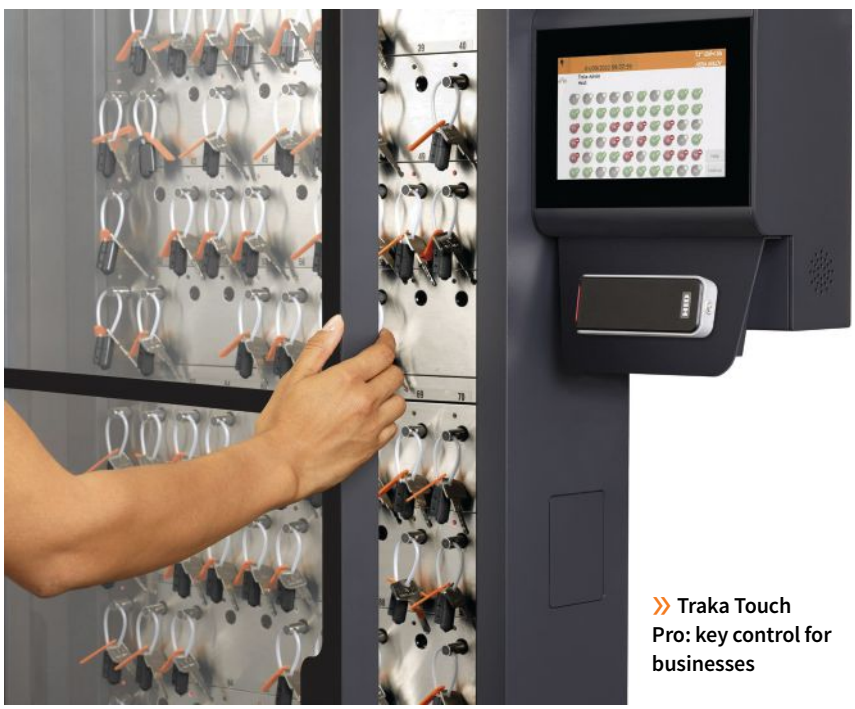
» While we live in a digital age, physical keys are still one of an organization's most valuable assets and should be protected accordingly. The sad truth is that many organizations fail to manage physical keys securely.

Your process for managing keys needs consideration, as keys can control access to buildings, equipment, vehicles, controlled substances, and more. In addition to controlling acceKss, effective key management can help manage people, processes and safety.

Key management is the process of putting rules in place to keep track of an organization's physical keys. It allows you to ensure that only authorized users access your keys. It is more than simple security, it can also be used to ensure critical processes are followed.

Benefits include:

- **Increase efficiency –** the time spent looking for keys is money wasted and can be exceedingly frustrating for staff. By reducing the time employees spend locating keys, you increase their productivity levels.
- **Lower costs –** losing a master key set can be a significant cost, just ask the team at the Chicago O'Hare Airport. In 2019, the Chicago Sun-Times reported that a master key set cost a "five-figure" sum to replace. Avoid these costs by controlling usage.
- **Improve safety –** keeping staff and visitors safe is essential. The ability to account for and restrict access to keys and equipment helps to maintain a safe environment. By ensuring sensitive keys don't get into the wrong hands, your business can better enforce safety requirements.
- **Reduce risk –** any time a key is misplaced, lost, or stolen, the secure area, equipment, or vehicle the key grants access to is put at risk. By tracking and auditing keys in real-time, you can mitigate these risks.
- **Build trust –** if a customer gives you a key and you lose it, you lose their trust. Once a business loses the trust of its customers, it can be very hard to win it back. However, good procedures increase customer confidence and if implemented in the right way could be a business differentiator.



» Traka Touch Pro: key control for businesses

Many businesses rely on time-consuming manual processes such as having a logbook with one staff member controlling a key box or locked desk drawer. This may seem a simple place to start your key management journey, but it soon becomes complicated.

The problem with these traditional methods is that they are inefficient and unreliable, which makes tracing keys an almost impossible task.

A better way to organize and manage keys is by using an electronic key cabinet with these essential features:

- **Access control –** grants users access via a range of identification methods, including security token, biometrics, or even pin.
- **Inventory management –** creates an audit trail every time a key is removed or returned, providing complete control and oversight of key usage.
- **User management –** controls not only who has access to the cabinet, but also manages who can access which keys.
- **Reporting –** management reports that allow administrators to view all activity on the system, such as failed access attempts and faults logged.
- **Tamper alarm –** some sort of alarm is essential should someone try to brute force the cabinet open or extract a key to which they do not have permission to access.
- **Battery backup –** backup power supplies are essential in the event of power failure.

Key management doesn't just benefit one single department or sector. Whether running a hotel, tech giant, hospital or retail operation, the priority is to secure, manage and audit the organization's keys easily and effectively.

For information on the Traka Touch Pro range, visit traka.com.

People in the News

» GREENVILLE, SC – Amid global expansion, the security technology manufacturer **Paxton** has announced the appointment of **Steve Taylor** to their leadership team, as the company's new chief technical officer. In his new role, Taylor will be responsible for leading Paxton's engineering department, driving further innovation, and heading up the company's modern product design.

» Steve Taylor

Adam Stroud, Paxton's CEO, said: "As a technology company, the products that we design ultimately define us. Our engineering department is the source of all that flows from Paxton. The appointment of Steve Taylor as CTO will build upon the department's ability to design world-class products by utilizing the best technologies to create innovative security solutions that our customers want."

Taylor brings with him a wealth of experience in technology and engineering from the renewable energy sector. He has previously held leadership positions at Statkraft, Solarcentury, and Future Electronics.

Taylor expressed his enthusiasm in joining Paxton, saying, "I'm thrilled to be part of a company that is at the forefront of innovation in the security technology industry. I look forward to working with our talented engineers to continue the Paxton legacy of creating innovative security solutions that make a real difference in the world."

Paxton has formally appointed **Erin Fujioka, Keith West** and **Zachery Shatto** as new area sales managers to expand Paxton's world-class customer service, bringing leading security technology to more regions. This coincides with a rise in demand for their products and security systems across the country. Their goal is to streamline the sales process while providing additional support for customers.

Having served as Paxton's regional sales managers, it was a natural progression for these individuals to move into the area sales manager role.

Jonathan Lach, Paxton's vice president of sales, said: "I am very proud of Erin, Keith, and Zach, for their continued exceptional performance. They bring a high level of experience to Paxton and our customers."

Erin Fujioka began her journey with Paxton in 2018. She will be supporting her new team and Paxton installers in the West Coast and North-Central U.S. regions moving forward. She said: "This change represents Paxton's growth and investment in the U.S.market. This updated sales team structure increases our ability to best support our team and customers."

Keith West has been with Paxton for nearly six years and will be now working on projects in the northeast. He said: "It is a very exciting time at Paxton Inc. and this promotion is just an indicator of Paxton's ongoing commitment to the US market. I am looking forward to being a part of what I know will be a very successful journey."

Zachery Shatto is responsible for the mid-Southeast, Southeast, and south-central U.S. He said: "For me, it's a new opportunity to expand on my skills and help shape positive change in the security industry. I love being a part of this team."

» Paxton's Keith West, Erin Fujioka, Zachery Shatto

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Yale Assure Levers with Wi-Fi Smart Module

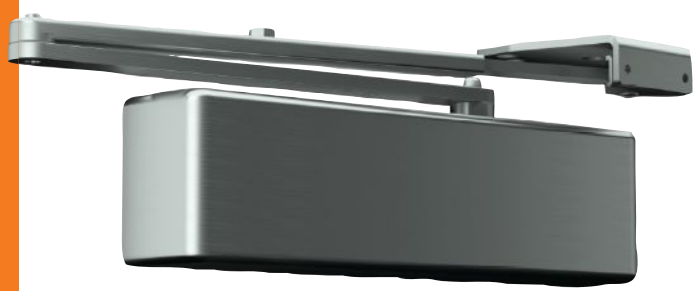
Yale Home has released an update to make Wi-Fi connectivity for the Yale Assure Lever even more convenient. The Yale Assure Lever with Wi-Fi is now available to purchase with a Wi-Fi Smart Module directly in the box. Previously requiring a Wi-Fi Connect Bridge, it now only needs a swappable module to enable Wi-Fi powered remote operations and smart home integrations. This makes setup quicker and easier, without plugging a bridge into a nearby power outlet.

Add extra convenience and smart security to a door in your garage, side entry or home office – or any other door without a deadbolt. The Assure Lever with Wi-Fi can even improve shared housing situations, be it with roommates or multigenerational households juggling multiple entries and exits – or just for a little extra privacy. And with Wi-Fi connectivity, customers can operate the lock from anywhere, whether with the Yale Access App, using their favorite voice assistant, or a third-party integration system like Apple HomeKit and Samsung SmartThings.

Both Assure Lever with Wi-Fi models are available in satin nickel and oil-rubbed bronze finishes, with black suede coming soon. Current Assure Lever customers can also upgrade with an add-on Wi-Fi Smart Module.

More info: ShopYaleHome.com.

» *Request Information: www.locksmithledger.com/53029119*



BEST EHD9000 Cast Iron Door Closer

The new BEST EHD9000 cast iron door closer is a rack-and-pinion door closer with a single-piece cast iron housing. This versatile door closer was developed for high durability and consistent performance in challenging conditions. Its rugged, single-piece construction withstands high-stress applications in high-traffic areas. The EHD9000 also features a unique design to facilitate the installation and adjustment process for the installer.

The EHD9000 features a non-handed design with backcheck and advanced variable backcheck as standard and delay action as optional functions. It is available with adjustable spring sizes 1-6+50%. The EHD9000 also has a full complement of standard and specialty arms and accessories available. It is ANSI / BHMA A156.4 Grade 1 certified.

Key features:

- Engineered to last with single-piece cast iron design
- Installation made simple with front-facing spring-size indicator
- Easy to adjust
- Adapts to changing environments with self-regulating valves
- Dual-clamp cover that stays put

More info: bestaccess.com/products/ehd-9000

» *Request Information: www.locksmithledger.com/53042950*

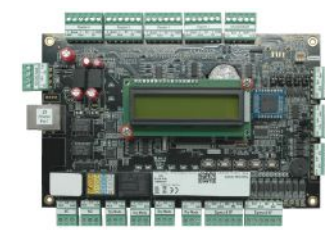
HES 9200 Electric Strike

The innovative HES 9200 electric strike sets a new industry standard for glass openings with tubular, vertical rod exit devices. The 9200 offers simplified retro-mounted installation within the existing mechanical prep for easy installation without frame modifications. Integrated adjustability provides optimal latch positioning to accommodate demanding installations. With adaptable voltage sensing technology, no wiring selection is required. Additionally, the 9200 features field selectable fail safe/fail secure functionality and monitoring options to provide maximized versatility.

More info: www.hesinnovations.com

» *Request Information: www.locksmithledger.com/53042945*

Keyscan KC Series Door Controller



dormakaba's Keyscan KC Series Door Controller consolidates advanced technical services and enhances integration options on a smaller board, which is half the size of its legacy counterparts. It is designed to provide unmatched access control design flexibility for exclusive use with dormakaba's renowned Keyscan Aurora software, a single solution for access control regardless of system size or complexity.

The new Keyscan Controller comes in three models to support 2-door, 4-door, and 8-door configurations.

More info: dormakaba.us

» *Request Information: www.locksmithledger.com/53055867*

Ceco Door EMI-RFI Shielding Assembly

The Ceco Door, Curries & Fleming EMI-RFI Shielding Assembly reduces the possibility of electronic interference from unwanted electromagnetic waves with other circuits or devices in healthcare, commercial, or government applications, while helping ensure sensitive information is secure and contained.

The Ceco Door EMI-RFI Shielding Assemblies are designed to provide EMI-RFI shielding of up to 103 db at 9 kHz-18 GHz per IEEE Std 299-2006.

More info: www.cecodoor.com

» *Request Information: www.locksmithledger.com/53042948*

DoorKing ProxPlus Secure Card Readers

DoorKing has released its new ProxPlus line of card readers that offer a much higher degree of security than standard 125 KHz proximity card reader systems.

125 KHz proximity cards, and even some 13.56 MHz cards, can be easily copied. DoorKing adds a unique encryption to the cards so that the card can only be read by a ProxPLUS Secure reader. This prevents unauthorized duplication of the access card. Other forms of Mifare cards are not compatible with the ProxPlus Secure reader, making this system one of the most secure.

DoorKing ProxPlus Secure Card Readers are ideal for those applications that require a higher level of security than standard proximity card readers, and cards offer. And, since the DoorKing card reader outputs the card code in a 26-bit Wiegand format, they are compatible with almost any access control system on the market.

More info: www.doorking.com

» *Request Information: www.locksmithledger.com/53042953*

LifeSafety Power Helix ATS PDU

The Helix family of redundant power systems and components is engineered for ensured reliability in mission-critical access control or security applications requiring redundant backup power. New to the product family is Helix ATS, a rack-mount Power Distribution Unit (PDU) and Automatic Transfer Switch (ATS). Dual AC inputs and eight AC outputs using standard C13 computer-style connectors provide AC redundancy for uninterrupted power. If one AC source is compromised, the ATS will switch to the backup AC source.

Helix ATS is configured in a 1U rack height with rear panel AC connections and front panel network, sensor and input connections. The Helix ATS front panel LED display indicates total AC current draw and is fully network managed for instant trouble notification via email/SNMP or through LifeSafety Power's MSM Enterprise. Using an embedded browser interface, Helix ATS monitors AC input voltages as well as voltage and current of each output. Upper and lower threshold limits can be set for each output, alerting to potential problems with a powered device before a failure occurs. Each output can also be remotely reset through the browser interface, allowing the user to power cycle a connected device without needing to be physically onsite.

More info: www.lifesafetypower.com

» *Request Information: www.locksmithledger.com/53055826*

Alvarado Argus V60 Optical Turnstile

The new Alvarado Argus V60 is a full-performance, compact optical turnstile ideal for use where safety and security are needed and space is limited. This turnstile features a housing depth of only 9-1/2" (240mm) - making it the most compact optical turnstile available.

The Argus V60 utilizes a breakthrough sensor algorithm (patent pending) and vertical sensors for exceptional tailgating detection. For added security, the swinging barrier height can be raised to match the level of the V60 housing. Safety features include additional sensors to monitor the swing area of the barriers and free egress in an emergency or loss of power.

More info: alvaradomfg.com

» *Request Information: www.locksmithledger.com/53055863*

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Calendar

MAY

May 17-18: 2023 IDN-H Hoffman St. Louis Trade Show. More info: www.idn-inc.com

May 20: KDL Hardware Spring Trade Show at Seatac Conference Center, Seattle. More info: www.kdl-hardware.com/tradeshow.html

JUNE

June 6-7: ESX Expo, Louisville, Kentucky. More info: www.esxweb.com

June 14: Security Canada West, Sheraton Vancouver, British Columbia. More info www.securitycanada.com

June 19-23: NFPA Conference and Expo, Las Vegas. More info: www.nfpa.org/conference

June 21-23: IML Kansas Expo, Kansas City, Missouri. More info: www.imlss.com

June 21-22: IDN-H Hoffman Minneapolis Trade Show. More info: www.idn-inc.com

JULY

July 29: IDN-H Hoffman Milwaukee Trade Show. More info: www.idn-inc.com

AUGUST

Aug. 6-12: ALOA 2023, Hilton Orlando, Orlando, Florida. More info: www.aloa.org

Aug. 9-11: IML Arizona Expo, Phoenix. More info: www.imlss.com

SEPTEMBER

Sept. 11-13: GSX, Kay Bailey Hutchison Convention Center, Dallas. More info: www.gsx.org

Sept. 15-16: Doyle Security 37th annual Trade Show and Educational Weekend, Minneapolis. More info: www.doylesecurity.com

OCTOBER

Oct. 20: IDN-H Hoffman Chicago Trade Show. Info: www.idn-inc.com

Oct. 25-26: Security Canada Central, Toronto, Ontario. More info www.securitycanada.com

Oct. 25-29: Yankee Security Convention, Springfield, Massachusetts. More info: www.yankeesecurity.org

NOVEMBER

Nov. 8-10: IML Nevada Expo, Las Vegas. More info: www.imlss.com

Nov. 14-16: ISC East, Javits Center, New York City. More info: www.discovereisceast.com

ONGOING

Allegion Training: us.allegion.com/en/home/training.html

Alarm Lock and Marks USA Training: www.alarmlock.com/seminars

American Key Supply Locksmith University: https://www.amerikeysupply.com/pages/las-vegas-locksmith-university-lvlu

ASSA ABLOY Academy: www.assaabloyacademy.com/en/americas/

Detex webinars: www.detex.com/upcomingtraining/

dormakaba training: www.dormakaba.com/us-en/support/training

Mul-T-Lock Academy: www.mul-t-lock.com/us/en/mtl-academy

Paxton Access: https://www.paxton-access.com/us/training/

SALTO Systems: saltosystems.com/en-us/news/salto-certified-training-program-2022/

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10 YEARS AGO

Our 2013 Automotive Update listed **HATA**'s newest new remote head key blanks and fobs. Steve Young wrote what would prove to be the first in a series of articles on decoding locks with **Original Lishi** picks. Jeremy Earles with **Ingersoll Rand** (now **Allegion**) shared tips for transitioning credentials to smart cards. Jerry Levine wrote an article on specialty screws for door hardware installations and repairs. Levine visited **AMSEC** to see how gun safes were built. His Wired Vs. Wireless article addressed access control basics (before Bluetooth and Near Field Communications came into widespread use). Locksmith Ledger tested the **Major Mfg.** HIT-66-200 Tool for mortise lock installations. Tim O'Leary's article, "Choosing and Specifying Electronic Locking Devices," offered tips on how to select the best electronic locking device for a particular application. Institutional locksmith David Lee explained bypass keying, a masterkeying specialty.

20 YEARS AGO

DORMA (now **dormakaba Group**) introduced a new family of mortise and cylindrical commercial locksets in 2003. Jerry Levine showed how to service **Yale** Heritage residential locksets. Hugh Curry reported on the **Marks** Survivor series of cylindrical lever locksets. Locksmith Ledger provided an overview of the different encoded card types used for access control. Gale Johnson installed an electric strike on a stainless steel door. Jerry Levine wrote about the Securitron one-of-a-kind mortise unlatch electric strike. **American Eagle** door closers and exit devices were the subject of an article by Gale Johnson. Dale Bowman explained the revolutionary concepts behind the **Medeco** Keymark lock cylinders. Tom Gillespie showed how to upgrade a decades-old bit lock. Jeff Trepanier showed how to keep old mortise locks in tip-top shape. Laurie Simon provided a historical look at some early innovations from Reading Hardware Corporation. George Teasdale enumerated some common mistakes to avoid when changing a safe combination.

Take Our 2023 National Average Price Survey

The last 12 months have been challenging, with the annual inflation rate expected to hover between 3.5% and 4% this year and higher interest rates meaning that financing new equipment is more costly. The products that locksmiths install have become more expensive, too, with most distributors passing price increases down the line to their customers. One positive is that the average cost of a gallon of gas is $3.46 for March 2023, down from $4.22 a year ago.

In this uneasy economic environment, it is time for Locksmith Ledger's 2023 National Average Price Survey, which will hopefully be a tool for commercial locksmiths to use when setting their prices. We are interested in seeing if locksmiths held the line or passed on their rising costs to their customers.

Scan the QR code or go to bit.ly/3JZmiy6 to complete our National Average Price Survey.

Pricing can be a sensitive topic and a balancing act. Charge too little, and your bottom line will take a hit. Charge too much, and customers will shop around and go elsewhere.

Our words of advice: don't sell your services and expertise short. Pricing varies based on a whole lot of factors: cost of living in your area, competition, market size and more. You should expect to provide superior service and receive fair compensation.

In 2022, the average residential lockout call was $85 during regular business hours and $128 after hours. Similarly, the average auto lockout call was $82 during regular hours and $117 after hours. And the average hourly rate was $92 during regular business hours and $135 after hours. This year, we've added another category, Service Call, based on feedback from last year's participants.

Our survey also measures pricing on common electronic access control, lock and door hardware installations, as well as the specialized fields of automotive and safe servicing. Not everyone performs all these services, so please skip over sections that don't apply.

The Back Page and You!

If you come across a story that you would like to see on the Back Page, feel free to send it in!
Please send all responses to: pragusa@endeavorb2b.com and epike@endeavorb2b.com with the header Attn: Back Page

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S4 **The Silca RW5 Plus Gets an Upgrade**
This small but powerful cloning tool operates via Wi-Fi and the MyKeys Pro app

S8 **ALOA IAAL Ready to Host First Convention**
Automotive locksmiths to gather Sept. 14-16 in Kansas City for education and a trade show

S12 **STRATTEC 2023 Update**
26 new GM remote fobs and 4 emergency keys released

S14 **Automotive Training Guide**
Education is key in this high-tech field

S18 **Test Driving the Borkey Rexa 5**
The latest model of this key duplicator has several upgrades

S21 **Key Machine Encyclopedia, Automotive Version**
Do your research before investing in this essential equipment.

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The Silca RW5 Plus: Cloning Equipment

This small but powerful tool operates via Wi-Fi and the My Keys Pro app. *BY HERMAN MANZANARES III, RL*

The RW (Readable & Writeable) family of products from Silca have been helping automotive locksmiths clone transponder keys since the early 2000s. The products, which are sold in the North American market by Silca's sister company Ilco, have seen several models over the years with only one model, the RW4 Plus, still readily available from security distributors. The RW4 Plus and associated M Box are great machines that have required a significant investment to keep updated as each new transponder chip rolls off the assembly line.

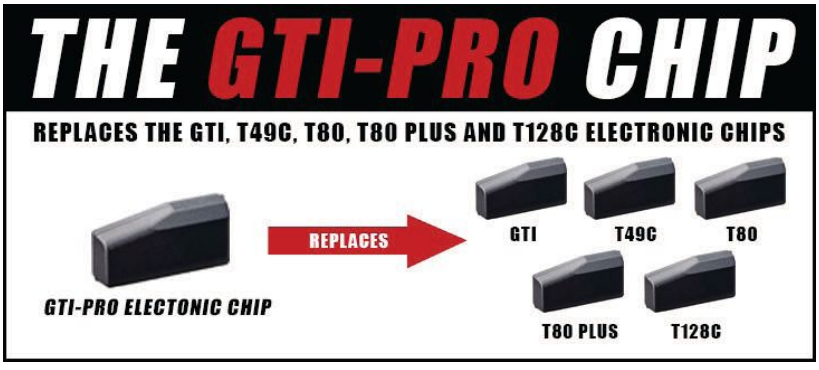

Photo 1. The new GTH and GTI Pro chips, which are designed to replace the standard GTH and GTI chips as well as the T49C, T80, T80 Plus, and T128C.

Eight years after the RW4 Plus intro video was launched, the RW5 has arrived to help security professionals reduce their inventory costs with the introduction of two transponder chips, the GTH and GTI Pro chips, which are designed to replace the standard GTH and GTI chips as well as the T49C, T80, T80 Plus, and T128C. (Photo 1)

The RW5 is significantly smaller than previous RW cloning devices (Photo 2) and receives updates via Wi-Fi instead of via a cabled connection, which can be a tedious process for some professionals.

The RW5 requires users to set up a MYKEYS Pro account. The MYKEYS Pro app, which is free for Android and Apple devices, was launched by Silca/Ilco to help security professionals address their needs in one application instead of using the Silca Remote

Photo 2.The RW5 is significantly smaller than previous RW cloning devices

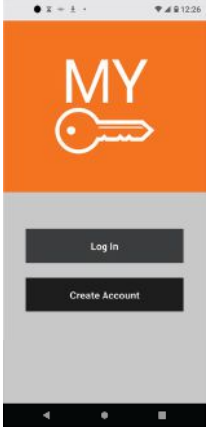

Photo 3. MYKEYS Pro app

Photo 4. Setting up your device through the app

Gets An Upgrade

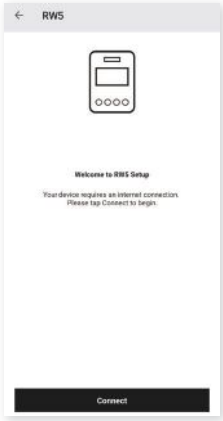

Photo 5. Setup continues

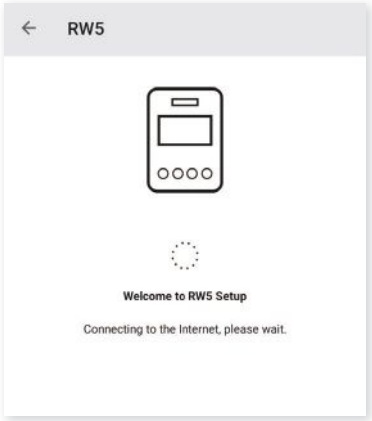

Photo 6. Connecting to the internet

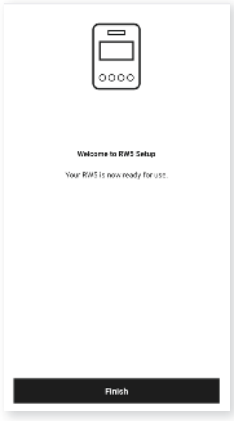

Photo 7. Simple procedure completed and device is ready for use.

Photo 8. RW5 is compatible with the U-Snoop device

Service platform. (Photos 3-7)

One feature current RW4 Plus users will see carried over to the RW5 is the Universal Snoop (U-Snoop) device. (Photo 8) The RW5 comes with a new U-Snoop; however, current U-Snoop owners can continue to use their devices and keep the device included with the RW5 as a backup unit. The RW5 was ready to use after one hour of setup and was field tested to have a two-hour battery life, allowing for non-cabled use before a charge is needed with the included charging cable.

Overall, the user interface of the RW5 allows current RW users to jump right into cloning without

Photo 9. Beginning the cloning process, main menu

Photo 10. Insert key.

Photo 11. Key in place

Photo 12. Connecting via Wi-Fi

Photo 13. Insert GTIPro or UTX-S

Photo 14. GTI-PRO multi-transponder in its packaging

Photo 15. Writing the information

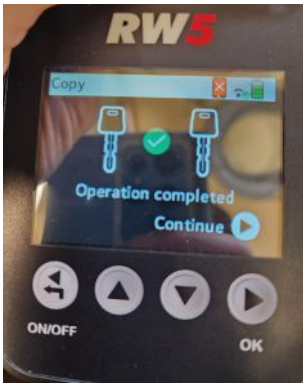

Photo 16. Operation is completed

Photo 17. Option to clone additional keys

Photo 18. Standard power cables

Photo 19. Identification mode

hesitation. In addition to this article, introductory videos and diagrams are available from www.ilco.us for those not familiar with the current cloning process. (Photos 9-17)

The cost of the RW5 unit and associated chips are enough to make even the budget-conscious professional think about adding the machine to their lineup.

Although the RW5 has a tremendous upside over its predecessors, some features are missing that hopefully an RW6 will address in the future. These include the lack of touchscreen operation and the Silca/Ilco standard short power cable which measures 3 feet and 2 inches and is barely long enough to sit on a standard workbench while the unit is plugged into a power outlet. (Photo 18)

In addition to standard cloning, the RW5 also offers identification, generation, and settings modes (Photos 19-20) The RW5 is sure to have a high return on investment and is a powerful unit that can fit in the palm of your hand.

Herman Manzanares III, RL, is co-owner of Los Alamos Lock & Key in Los Alamos, New Mexico. He has more than 25 years of locksmith experience. He can be reached via the web at www.losalamoslock.com.

Photo 20. Generation mode

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ALOA IAAL Ready to Host First Convention

Automotive locksmiths to gather for education and a trade show Sept. 14-16

BY EMILY PIKE

Show site: Kansas City Convention Center

The one-year-old Associated Locksmiths of America (ALOA) International Association of Automotive Locksmiths (IAAL) has big plans for this year. The group will hold its first-ever convention Sept. 14-16 in Kansas City, Mo. Locksmith Ledger spoke with members of this new group to find out more about the organization, its upcoming show and the state of automotive locksmithing in general.

Q How would you describe the first year?

Ed Woods, chairman of the board, ALOA IAAL: Promising, with great expectations – this September will tell.

The division is growing and news of this new convention in September is helping to create momentum and people are getting excited! We have received great feedback so far from attendees as well as interested vendors for the convention!

Q What are your goals for the next year?

Woods: Finish the first show and look for next year's spot. We are looking at a few locations for the future of course, and have some good considerations, but we really want to focus on making the first event a huge success in Kansas City!

As far as the goals of the IAAL Division, I think the goal for ALOA would be to continue to grow the division by providing the members with educational opportunities, such as this convention, will do and give our members support and information to help them to continue to expand their knowledge and strengthen their business.

Q Tell us about your upcoming convention. Will it include both a tradeshow and training?

Dawne Chandler, ALOA: There will be two days of educational automotive locksmithing classes ranging from Fundamentals for Classic Cars, EEPROM, Mechanical Keys/High-Security Locks/Remotes, Chips and Motorcycle Locks too. The expo will be one-and-a-half days of vendors and manufacturers having booths with education, too.

Woods: The Expo is really looking good with many vendors reaching out and

interested. Education is the No. 1 priority. There will lots of high-end classes. We've had very encouraging input from some of the best instructors in the world.

The event will offer all-day classes on Sept. 14 and 15, then opening up the trade show floor Sept. 15 from 5 to 9 p.m., a trade show and kickoff party all in one. On Sept. 16, classes will run from 8 a.m. to noon and PRP testing will start at 7 a.m. The tradeshow floor will be open from 10 a.m. to 4 p.m. With this schedule, locksmiths will be able to take advantage of all the training and still visit the tradeshow floor. Eight classrooms are reserved, adjacent to the convention floor.

Though the educational lineup is still being finalized, I will be teaching a class involving servicing 1979s and 1980s GM steering columns. This is stuff that I quit teaching 20 years ago. Now, we have a new generation of locksmiths who have never torn down a steering column on a 1976 Corvette, or other pricey classic cars that are restored and still on the road. This younger generation can program a key for a 2019 Ford Escape in minutes, but put a 1975 El Camino in front of them and their first question is, 'Where's the Lishi?' Lishi picks hadn't been invented yet.

Other more high-tech classes will focus on EEPROM, including sautering, which might not sound high-tech, but it is when you are working on chips the size of a postage stamp with as many as 64 legs that have to be desautered off the board to make new keys.

Motorcycle classes will include transponder programming and advanced motorcycle key generation.

The automotive industry needed its own convention, following the retirement of Jim Hetchler, the force behind the popular Just Cars automotive convention, now discontinued. Jim Hetchler did so much for the automotive industry. Now it's an opportunity for ALOA to shine.

CONVENTION DETAILS

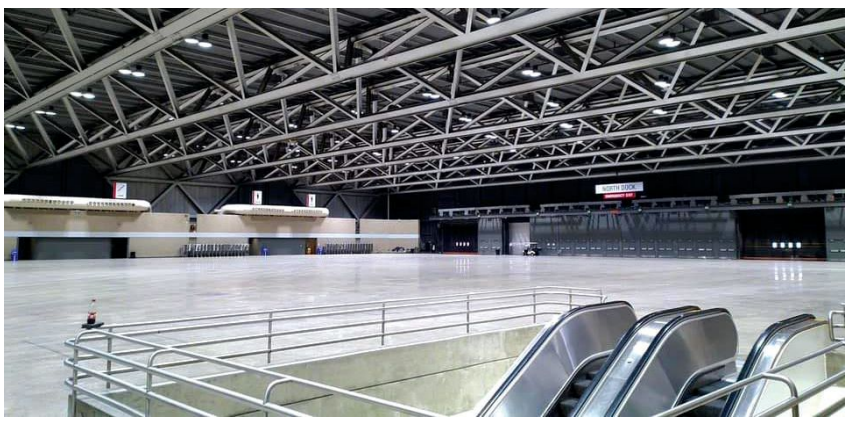
While education is the main target for this event, the show will also feature vendors with the latest products and services under one roof at the Kansas City Convention Center. The Loews Kansas City is on point as the host hotel adjacent to the convention center with a skywalk connecting the facilities for a quick walk between the two. The hotel and convention center are downtown and close to Main Street and a wide selection of restaurants and bars and outdoor venues that are easily walkable or accessible by the free trolley for attendees to enjoy while at the Expo.

The IAAL offers a discounted group room rate at Loews for rooms booked by Wednesday, Aug. 23 at 5 p.m. Reservations can be secured by calling 877 748-1451 and using the group name "IAAL".

On-Site Registration at the KC Convention Center will be:

- Thursday, Sept. 14, 7:30 a.m. - 5 p.m.
- Friday, Sept. 15, 7:30 a.m. - 5 p.m.
- Saturday, Sept. 16, 7:30 a.m. - 2 p.m.

Editor's note: As we get closer to this event, Locksmith Ledger will add the class schedule and registration links.



Plenty of space for exhibitors

Q What training are you doing besides at the convention? Are there certifications for automotive locksmiths?

Woods: There will be certifications offered like the CAL, Certified Automotive Locksmith and the CMAL, Certified Master Automotive Locksmith designations. We are also supporting classes at distributor shows.

Q Has membership grown? Who is eligible?

Woods: We are still in the growing stage for this division. Membership is for any locksmith in the industry who meets the requirements for membership with ALOA. There are actually two membership options. ALOA members can add on an ALOA AAIL membership, or automotive locksmiths can join the automotive chapter.

Q How are you reaching all these automotive locksmiths? I notice your social media game is strong. Is that an effective tool for your organization?

Woods: Yes, we are working with Facebook and locksmith forums ClearStar and KeyPro. An IAAL Convention brochure will be mailed out to all ALOA members in the June Keynotes issue, which will be featuring the automotive locksmith.

Q As automotive becomes more specialized and high-tech, often requiring substantial investment in equipment, how do new locksmiths get into this field?

Woods: Spend wisely and market your services.

For more information about the ALOA International Association of Automotive Locksmiths, visit www.aloa.org.

STATE OF THE AUTOMOTIVE INDUSTRY

Woods was also kind enough to share his insights on the state of automotive locksmithing industry. He noted that it is challenging for locksmiths to get started in automotive because of the high costs of equipment needed to do their jobs.

Key machines can start at $3,000; programmers can range from $1,000 to $6,000 and nobody has just one programmer, he says. Then OEM key blanks, prox keys and remote head keys are pricy.

"It becomes very difficult to have a large inventory. A one-man operation may need $50,000 in inventory," he estimates. "But it can also be very lucrative."

Woods' recommendations for new automotive locksmiths include taking advantage of all the training out there – via ALOA, manufacturer and distributor events. Banner Solutions, Hans Johnson, Southern Lock and Supply, American Key Supply and the Automotive Keys Group offer extensive training classes.

2023 Hyundai Palisade, one of the keyless vehicles with pushbutton start from Hyundai

Woods tells an interesting story about how he got started in automotive. "In November 1997, I ran into my very first transponder that needed one of those fancy machines that only dealers had back then."

His best client at that time was the Trump Casino in Gary, Ind., and he was called there multiple times a day when guests or valet parking attendants lost keys. The valet lost the key to a brand-new Lincoln, one of the first transponder-equipped vehicles. Woods made a new mechanical key, but of course it would not start the car. The car had to be towed to the dealer, who programmed the key.

Nobody had a dealer diagnostic tool at that time. But Woods had to find one or lose his best customer. The casino insisted that lost keys be replaced on site. He spent $4,300 on an early model programmer and says it was paid for in less than a year.

Today, Woods is the in-house locksmith for Hard Rock Casino in Gary, Ind.

His other advice for new locksmiths is to focus on marketing. Many consumers have no idea that locksmiths can perform the same services as dealers, usually at a lower price point and often at the customer's location.

"A very big part of automotive locksmithing is educating our customers that we do much more than open cars with a Slim Jim," Woods said.

Dealership work is also a market for auto locksmiths. Often the dealerships don't want to invest their time and money in equipment and are happy to hire the local automotive locksmith to do that work, he added.

When asked if auto lockout calls are still lucrative, Woods responded with a resounding no.

But that doesn't mean car keys are going away anytime soon. "That is at least 10 to 15 years away, maybe not as much mechanical but keys are going to be around."

Security remains a concern, he explained, noting that the top three vehicles for car theft all are keyless – Hyundai and Kia models, followed by Jeep Chargers and Challengers. Chryslers are easier to steal because they are push-start and there's no mechanical lock.

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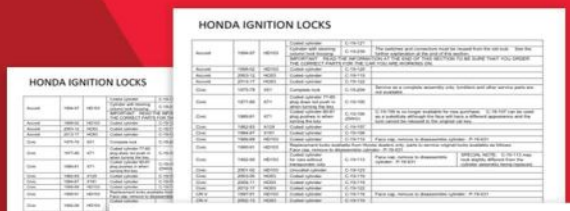

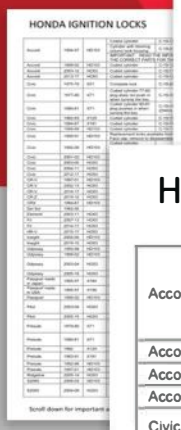

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Accord	1994-97	HD103	Coded cylinder Cylinder with steering column lock housing IMPORTANT: READ TH THE CORRECT PARTS F
Accord	1998-02	HD103	Coded cylinder
Accord	2003-12	HO03	Coded cylinder
Accord	2013-17	HO03	Coded cylinder
Civic	1975-79	X51	Complete lock
Civic	1977-80	X71	Coded cylinder 77-80 plug does not push in when turning the key
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- ✔ Clicking on "**Locksmiths in the USA and Canada**" will take you to the master menu of PDF files.
- ✔ Click on the file of the type of part you need. For example if you are working on a Honda ignition, click on "Honda ignition locks" and the file will open.
- ✔ Find the year and model you need on the chart for the information about the parts that are available for that car.
- ✔ Tumblers and keying kits are listed at the bottom of each file, referenced by the key blank used.
- ✔ Supplemental information is also listed at the bottom of each file when necessary to make sure that you have all of the information that you need. The general information at the beginning of each file can also be helpful.
- ✔ Almost all makes and models are listed. If we do not have the parts you need for a specific model we tell you who most likely does have them.

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New General Motors OE Remotes Released from STRATTEC

STRATTEC has released 26 new remote fobs and four new emergency keys for GM vehicles, along with the GM Proximity and Emergency Keys brochure and the 2023 Key and Fob Identification Chart.

BY JEFF BAKER

STRATTEC expects to unveil several products and services for automotive locksmiths over the next several months. Here's a look at the company's lineup as of this publication.

STRATTEC recently released 26 new remote fobs along with four new emergency keys for General Motors. These are listed in a new GM Proximity and Emergency Key brochure earlier in the year. The brochure can be found on their website: www.aftermarket.strattec.com under current literature.

The release of new General Motors remote fobs and emergency keys are compatible with Buick, GMC, Chevrolet and Cadillac and cover models years 2015-2022.

GM Proximity and Emergency Key brochure

Onboard-programming instructions for these makes and models will be on STRATTEC's aftermarket website.

STRATTEC also released their 2023 Key and Fob Identification chart, which can be found on their website as well, under current literature. The chart gives a brief overview of their products covering Ford, Lincoln, Mercury, General Motors, Chrysler, Dodge, Jeep, Toyota, Acura, Honda, Nissan, Infiniti, Mazda, Mitsubishi, BMW, Volkswagen, Subaru, Hyundai and more.

To download the guides, for more information or to check out STRATTEC's vehicle match to determine appropriate products depending on the make and model of vehicle, go to https://aftermarket.strattec.com.

Jeff Baker is distributor sales manager for STRATTEC Security Corp.

Featured Remote 4: Cadillac 5-Button Proximity Fob, Part # 5942706

Featured Remote 1: Buick Logo 5-Button Proximity Fob,: Part # 5944126

Featured Remote 3: Chevy Logo 5-Button Proximity Fob, Part # 5944130

Featured Remote 2: GMC Logo 5-Button Proximity Fob, Part # 5944135

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BMW programming to be taught at AKS Locksmith Academy

Automotive Training Guide

Education is key in this high-tech field

Automotive locksmithing has entered a new, high-tech era. No longer are locksmiths making a living by purchasing a few basic tools, unlocking cars and duplicating keys. In today's world of sophisticated electronics and pricey equipment, locksmiths need specialized training. Here are some options in the coming months. Please note that pre-registration (and often pre-payment) are required.

These are not the only options. Check with your local distributor and the manufacturers of your equipment for additional opportunities. Watch for class schedules to be released for both the 2023 ALOA Expo (Aug. 6-12 in Orlando) and the new ALOA International Association for Automotive Locksmiths Expo (Sept. 14-16 in Kansas City, Mo.)

May 5-6: American Key Supply Locksmith University – Advanced IM608, G2 Turbo and VVDI Key Tool Training, Las Vegas.

Learn advanced concepts and hands-on training using tools such as the AutoProPAD G2 and G2 Turbo by XTool, IM608 Pro by Autel, Code Cannibal by OBD Star, AVDI by Abrites, and VVDI Key Tool by Xhorse. Some of the subjects being covered include:

- Who uses what tools for what

Autel IM608, included in AKS Locksmith Academy training

- In-depth coverage of the various functions of the tools
- Programming of important and problematic vehicles
- Hands-on programming of on-site vehicles
- Importance of use of the VVDI Key Tool Max or Mini
- Importance of pre & post-scans
- EEPROM adapters
- Thorough Q&A with the instructors

More info: www.americankey-supply.com

June 1: AKS Locksmith University: Hands-On Lishi Training, Las Vegas

This three-hour course provides comprehensive, hands-on training on picking and decoding vehicle locks with Lishi Original locksmith tools. Students learn the tools and procedures that will help them pick and decode both automotive and residential locks. The class will begin with approximately an hour of classroom learning, understanding the basics of the tools and the locks that you will see in the field. We then jump into the hands-on portion of the class where students will be able to pick and decode as many locks as possible. This class will also cover residential Lishi tools also, as well as the new Kwikset SmartKey Decoder by LockTech.

Additional dates are June 1, July 13, Oct. 5 and Oct. 19. More info: www.americankeysupply.com

June 21-23: Southern Lock & Supply Learning Expo, St. Petersburg, Fla.

This distributor-sponsored training show and expo includes three days of classes. Automotive sessions (billed as the Southern Locksmith Institute) will include:

Hands-On Lishi Training and Picking: Comprehensive, hands-on training on picking and decoding vehicle locks with LISHI Original locksmith tools. Learn and understand the tools and procedures that will help you pick and decode both automotive and residential locks with LISHI 2-in-1 Picks/Decoders. The class will begin with classroom learning, understanding the basics of the tools, and the types locks you will encounter in the field. In the hands-on portion of the class, you will be able to pick and decode as many locks as possible! Get focused attention and help from our ALOA certified instructor and conquer those troublesome locks.

Hands-On Automotive Key Programming: Get hands-on training with automotive tools such as the Auto-ProPAD G2 and G2 Turbo by XTool and IM608 Pro by Autel. Covered subjects include:

- Who has what tools and what they are or aren't using them for
- In-depth coverage of the various functions of the tools
- Programming of important and problematic vehicles
- Hands-on programming of on-site vehicles

Southern Lock tradeshow booklet

- Importance of the VVDI Key Tool Max or Mini
- Importance of pre & post-scans
- EEPROM adapters

Land Rover and Jaguar Key Programming: Learn how to program Land Rover and Jaguar keys from start to finish. This in-depth, hands-on

Volkswagen interior. : AKS Locksmith University to offer BMW and VW Key Programming july 14-15

Learn to service Range Rovers at the Southern Lock show

course will cover the entire process including basic module EEPROMing, soldering and handling protocols. Don't turn down calls for Land Rovers and Jags; instead, expand your skills and maximize your profits.

BMW Key Programming with ACDP: Everything you need to know about making keys to BMW vehicles with ACDP.Other tools to be covered: Abrites, VVDI2, Autohex, and more. Basic module EEPROMing, soldering and handling protocols will be discussed, which is useful if other tools are used. Opportunities for hands-on with BMW modules or vehicles, weather permitting.

Automotive Transponders Explained: Join ALOA-certified instructor Scott Childress as he demystifies the world of automotive transponders. In this course, you'll get a deep dive into the different types of transponder chips on the market, learn which chips works with which remotes, and also learn how to write them, reuse them, and more.

Advanced Diagnostics/Kaba Ilco Update: If you are new to the industry or simply looking for a better way to offer key programming services, this four-hour, hands-on course is a must. Learn the latest capabilities on Smart Pro vehicle key programmer and its worldwide leading software development, as well as other industry leading solutions, including the RW5 cloud-based cloner and industry trends. Ilco will also conduct prize drawings throughout the class.

The location is the Hyatt Place St. Pete downtown.

More info: www.southernlock.com/resources/slsc-trade-show

Advanced Diagnostics Smart Pro

July 14-15: AKS Locksmith University BMW and VW Key Programming, Las Vegas.

Day 1: Everything you need to know about safely making keys to BMW vehicles with ACDP. Other tools will be discussed such as Abrites, VVDI2, Autohex, etc. Basic module EEPROMing, soldering and handling protocols will be discussed which is useful if other tools are used. There will be hands-on with BMW modules and probably a vehicle or two. The class covers all aspects of BMW key programming for CAS 1/2/3/4 and FEM/BDC platforms for E and F body BMW cars.

Day 2: This class will teach you how to program ALL immobilizer systems for VW and Audi, including, but not limited to, IMMO 1, 2, 3 and MQB-based vehicles. That includes the UDS and Micronis sytems. This will cover mid-90's through 2016 (and a little later, depending on the model). Key generation will be discussed, as well as how to pick and decode with Lishi Original tools.

Aug 26: PureAUTO –Key Generation. Lockmasters, Nicholasville, Ky.

This course offers the student an exciting opportunity to learn the skills needed to generate an automotive key. This extended hands-on portion of the class includes a wide variety of tools that will enable the student to

experience success and gain confidence. Learn to sight-read keys, use scopes to read wafers, impression, use of Determinators, Kobra readers, AccuReaders, Lishi 2-in-1 tools, progressioning, keys by code and more. This course is recommended for the locksmith who wishes to expand into automotive locksmithing, or learn how to better exploit their key generation skills.

Additional dates are Oct. 6-7

To register, call 866-574-8724. More info: www.lsieducation.com

Aug. 27: PureAUTO – Advanced Automotive Transponders. Lockmasters, Nicholasville, Ky.
Keep up with the ever-changing world of transponders. This class covers transponder systems made since 1996, programming procedures, key blanks, and tools for most transponder-equipped vehicles in North America. This will include the newest procedures and key blanks for the newest models. Learn about the CAN Systems and new PROX systems as well as laptop-based programming options for some vehicles. Includes information on programming and troubleshooting: GM, Ford, Chrysler, Honda, Toyota, Mazda, Nissan, Mitsubishi, and VW/Audi.

The MIT11 Lishi 2-in-1 tool for Mitsubishi vehicles.

Additional dates are Oct. 6-7

To register, call 866-574-8724. More info: www.lsieducation.com

Request Information: www.locksmithledger.com/10174614

Test-Driving the Börkey Rexa 5 Key Duplicator

BY HERMAN MANZANARES III, RL

Börkey has been manufacturing products since 1851 and the company has a reputation of making one of the best key machines money can buy. My business has an HPC/Silca Locksmith #1 Key Machine in addition to a Börkey 954-3 for standard duplication so the Börkey Rexa 5, which was released in January 2022, has been a wonderful addition to my lineup. Börkey products are sold in North America by MBA USA.

The Börkey Rexa 5 features several upgrades over the 954-3, most notably the easy calibration features. The Börkey Rexa 5 has a LED indicator light that engages when the depth adjustment button is pressed. The LED indicator and associated depth adjustment spindle make precise calibration of keys a breeze compared to the 954-3 which requires manual depth adjustment via the provided hex key. Other features the Börkey Rexa 5 has are a removable debris tray, a built-in LED flex lamp, and a built-in plastic brush for easy buffing of completed keys.

There are a few features of the 954-3 machine I wish the Börkey Rexa 5 had kept in place such as the cartridge release toggle which was replaced by a single-hand flipper release and can make for difficult placement of the cutting cartridge back to a stationary position. Another feature of the 954-3 I wish Börkey had kept for the Rexa 5 is the power supply required to run the machine.

The Börkey 954-3 runs on a standard 110V without an additional power supply required, which is the case with the Rexa 5 Machine. A suitable power supply is included with the purchase of the Rexa 5. However, the issue I had with powering the machine was not covered in the Börkey manual or the power supply manual.

After a series of phone calls with MBA USA, the solution turned out to be a simple flip of a

Photo 1. The Börkey Rexa 5 has a LED indicator light that engages when the depth adjustment button is pressed.

Photo 2. The Börkey Rexa 5 has a LED indicator light that engages when the depth adjustment button is pressed.

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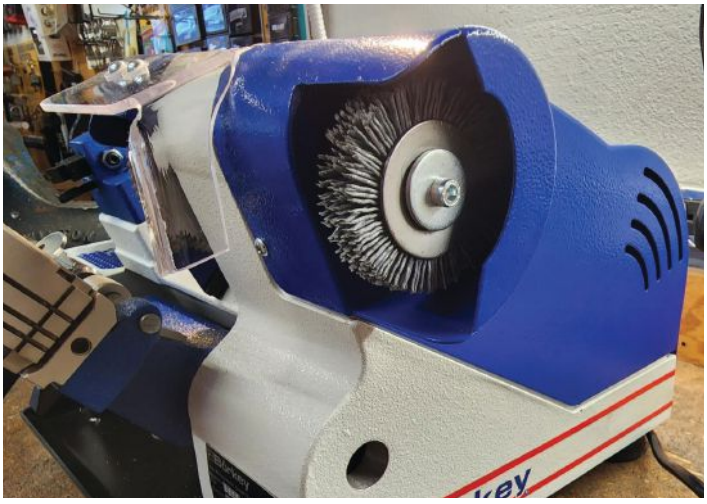

Photo 3. Built-in plastic brush for easy buffing of completed keys

Photo 5. Check the voltage selector setting switch on the back of the power supply

Photo 4. Power supply

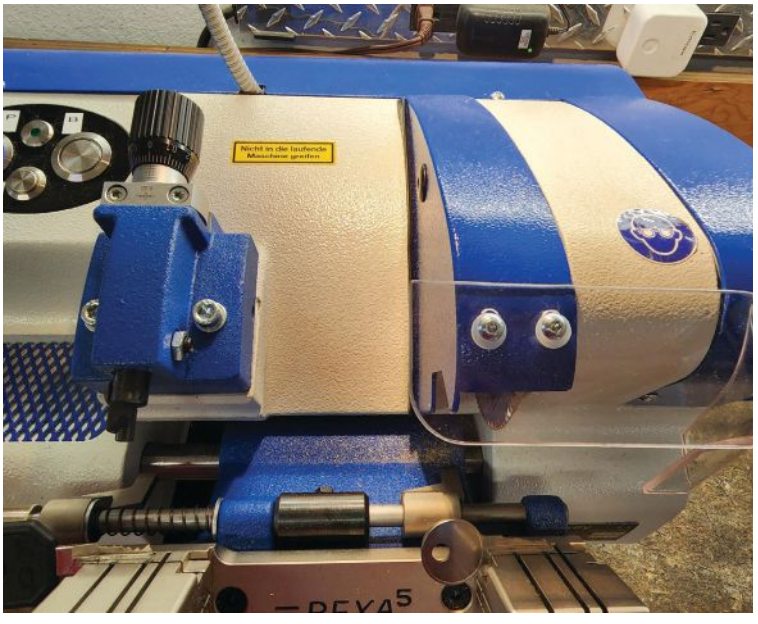

Photo 6. Voltage switched to 110V

switch. The Börkey Rexa 5 comes standard with a 220V plug and the power supply and included adapter allow for the supply to plug into a standard USA outlet. However, the voltage converter on the rear of the power supply unit was set at 220V, causing the machine to malfunction when the power button was pressed. Once the voltage converter was switched to 110V, the Rexa 5 worked like a charm.

The last feature I hope makes it into a potential Rexa 6 machine in the future is the ability to press the brush button while the key cartridge is stationary and have the brush feature stay on. Currently, the brush will run while the key cartridge is upright toward the cutter wheel. However, to activate the brush while the key cartridge is stationary, the brush button must be held in while the brush is utilized.

Overall, the Börkey Rexa 5 is a tremendous upgrade for a standard duplicator and handled its first challenge of duplicating a broken key with a five-star effort.

Herman Manzanares III, RL, is co-owner of Los Alamos Lock & Key in Los Alamos, New, Mexico. He can be reached via the web at www.losalamoslock.com.

Key Machine Encyclopedia, Automotive Edition

Do your research before investing in this essential equipment.

Key machines are an obvious and essential locksmithing tool and a major investment. Shopping for one can be an overwhelming experience, particularly when you consider that around 100 models of key machine are on the market.

The first important thing to do when you shop for a key machine is to determine ahead of time what keys you'll cut and in what amounts. It makes no sense, for example, to consider a key machine that cuts only edge-cut keys if you're an automotive locksmith, because most vehicles these days require a laser cutter — if they even require a key at all.

Here are some of the current models available for the automotive market, listed alphabetically by manufacturer (though most have functionalities that go beyond automotive).

Next, you have to do your research. When Locksmith Ledger introduced its Key Machine Encyclopedia, it was with the hope that it would serve as a research aid and be updated annually. See the full version at **www.locksmithledger.com/21288375**.

AMERICAN KEY SUPPLY BLACK WIDOW V2

The computerized Black Widow V2 from American Key Supply can originate or duplicate edge (automotive and residential/commercial), laser, dimple, Tibbe and tubular keys. It has native 12-volt power and a carry handle. The V2 is an updated and complete version of its predecessor models.

More info: www.americankeysupply.com

American Key Supply Black Widow 2

Framon FRA2001

FRAMON FRA-2001

The FRA-2001 is a computer-driven automatic code machine that uses Genericode software to originate edge keys for automotive or cylinder locks as well as padlocks. It can cut by code number, or you can search by manufacturer.

The manual Edge#2 can originate edge (automotive and residential), bit (padlock and safe-deposit box), high-security and Tibbe keys from code. It includes the latest version of Genericode.

The DC-300 can originate from code or duplicate automotive edge keys, including motorcycle keys. An additional carbide cutter will allow it to cut steel keys.

The Sidewinder 2 can originate or duplicate laser keys, including Volkswagen and Audi. Depth and space rods allow for a quick change between code cutting and duplication.

HPC TIGER SHARK2

The Tiger SHARK2 can originate or duplicate edge (automotive and residential/commercial), laser, dimple, Tibbe, tubular and high-security Medeco keys, including Medeco 4. It

HPC TigerShark2

has decoding capability and a clamp that allows for engraving.

The QuickSilver can originate or duplicate edge (automotive and residential/commercial) keys. It has a built-in code database but can connect with a computer for more codes.

The AutoMate can duplicate edge (automotive and residential/commercial) keys, as well as small furniture keys. An optional carbide cutter is available for harder key blanks.

More info: www.hpcworld.com

Keyline Messenger

KEYLINEUSA MESSENGER

The computerized Messenger can originate or duplicate automotive edge, laser, dimple and high-security keys. It has a 36-volt rechargeable battery and a carry handle, and it's operated through an app for Google Android devices. (Apple support expected.)

The Gymkana 994 can code-cut or duplicate edge (automotive and residential/commercial), laser and Tibbe keys. A new optional clamp allows it to cut new Honda and Acura keys.

The Ninja Total can originate or duplicate edge (automotive and residential/commercial), laser, dimple, Tibbe and tubular keys. It has decoding capability, and an engraving clamp is available.

More info: keyline-usa.com

Trtion Plus Automotive Edition

LOCK LABS TRITON PLUS AUTOMOTIVE

The computerized Triton PLUS Automotive can originate or duplicate automotive edge, laser, dimple and Tibbe keys. It's controlled by a 7-inch touchscreen display and allows for engraving. It can be expanded through additional jaws.

The computerized Triton PLUS Ultimate can originate or duplicate edge (automotive and residential/commercial), laser, dimple, Tibbe, tubular and Xhorse/KeyDIY flip keys. It's controlled by a 7-inch touchscreen display and allows for engraving. It's an updated version of the original model.

More info: tritonkeymachine.com

SILCA POKER PRO

The Poker Pro can duplicate edge (automotive and residential/commercial) and cruciform keys. It has decoding capability and two-button operation.

The Futura Auto can originate or duplicate automotive edge, laser, dimple,

Silca Poker Pro

Tibbe and tubular keys, including those for heavy trucks and motorcycles. It has decoding capability and a 10-inch tablet for operating the machine.

More info: www.ilco.us

XHORSE DOLPHIN II XP-005

The DOLPHIN II XP-005L can originate or duplicate edge (automotive and residential/commercial), laser, dimple, Tibbe and cruciform keys. It's battery-powered and includes a handle for remote key cutting. It can operate via an app or a 5-inch touchscreen display.

XHorse DOLPHIN II XP-005

The CONDOR XC-MINI PLUS II can originate or duplicate edge (automotive and residential/commercial), laser, dimple, Tibbe and cruciform keys. It also can engrave. It has decoding capability and can operate via an app or a 7-inch touchscreen display.

More info: www.americankeysupply.com, www.uhs-hardware.com

NO LONGER IN PRODUCTION

Meanwhile, the following models no longer are in production. Models still might be available for purchase via distribution:

- American Key Supply Black Widow Auto, Black Widow Complete
- JMA X-Code, Ecco
- Keyline 994 Laser, Ninja, Ninja Laser, Easy Quattro
- Kukai SEC-M10
- Lock Labs Triton
- Silca Unocode Pro
- Xhorse CONDOR XC-009

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